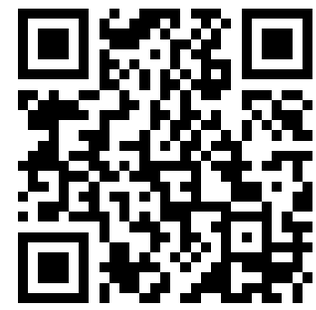
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HARDWARE

VOLUME XXXV NEW YORK, JULY 10, 1907 NUMBER 7



The above picture shows Schieren "Duxbak" Belting at the Jamestown Exposition, Space 3, Section 17, Machinery Building.

It is made from a painting on a glass 8 x 5 feet—the waterfall being real water coming through a hidden opening in the glass and falling on real "Duxbak" Belting. The whole picture is lighted with electric lights around and behind, and the effects produced through the brilliant lighting and gorgeous coloring, as you look at the real thing, are beautiful. Don t fail to see it. It's the first time real water was ever known to come out of a painted picture.

The "Duxbak" Belting used in this display will stand in water with water falling on it for the whole period of the Exposition (some six months) and will then be tested in a practical way to show how well "Duxbak" Belting upholds Schieren's claim—that it's thoroughly waterproof in joint and fibre.

In the meantime we continue our offer to send a "Duxbak" Waterproof Belt that will stand water indefinitely, or a "Duxbak" Steamproof that can be boiled without injuring or shrinking the fibre or loosening the cemented joints.

If you are not satisfied, send them back at our expense.

CHAS. A. SCHIEREN & CO.

TANNERS--BELT MANUFACTURERS

New York, 67 Cliff Ferry Street
Chicago, 84-86-88 Franklin Street
Boston, 186-188 Lincoln Street

Philadelphia, 226 North 3d Street
Pittsburg, 240 Third Avenue
Denver, 1622 Wazee Street

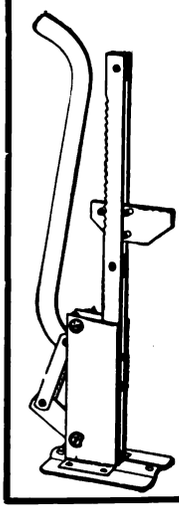
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Hamburg, Germany, Auf dem Sande 1
Oak Leather Tanneries, Bristol, Tenn.

Output 100,000 Hides per Year

Fuller Brothers & Co.,
139 GREENWICH STREET,
NEW YORK.
STEEL WIRE NAILS.
Iren and Steel
CUT NAILS.
Plain and Galvanized Wire.
BARB WIRE.
Wire Straightened and Cut to Length

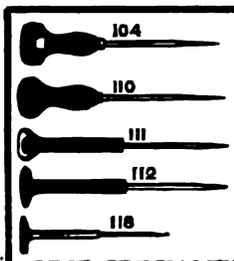
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NOISELESS. CUSHION TIRE.
Best and Most Complete in the Market. Write for Descriptive Circular and Prices.
MFRS. Pumps, Hay Tools, Barn Door Hangers, &c. Largest and Best Line in the World

Lane's Steel Jack.

No Wood.
No Cast Metal.
Unbreakable.
Compound Levers.
Finish Black or Galvanized.

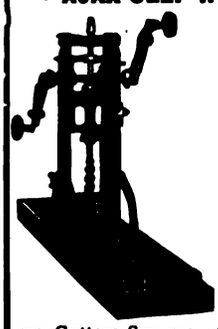
No. 0,	to lift	500 lbs.
" 1,	"	900 "
" 2,	"	1800 "
" 3,	"	4000 "

Lane Bros. Co.,
429-461 Prospect St.,
Poughkeepsie, N. Y.



WALKER'S
Quick and Easy
Steel Tempered Anti-Rust Nickel Plated Ice Picks. Every one tested and guaranteed.
ERIE SPECIALTY CO., ERIE, PA.


Hand-Forged Hatchets, Axes, Adzes, etc
Write for Catalog.
Peek Edge Tool Co.
COHOES, N. Y.

The AJAX SELF WITHDRAWING WOOD BORING MACHINE

does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.
AJAX MFG. CO.,
Pittsburgh, Pa.
Manufacturers of the Ajax and Phillips Wood Boring Machines, Ctandard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

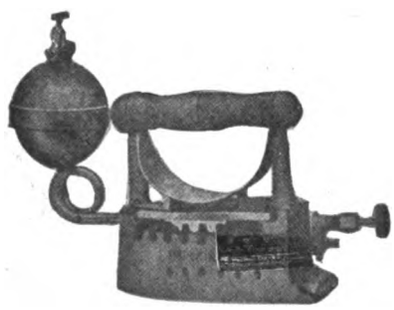

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NILES
SPRING HINGE AND PIVOT.
WRITE FOR PRICES.
NILES MFG. CO.,
153 S. JEFFERSON ST.
CHICAGO.

MONTROSS METAL SHINGLES


are a profitable business proposition for you. Galvanized after embossing, they never crack or scale. Last a lifetime without painting or other repairs, fire-proof, storm-proof, *inexpensive* and very attractive in appearance. Easy to sell and always satisfactory. Send for catalog.
MONTROSS METAL SHINGLE CO. CAMDEN, NEW JERSEY.
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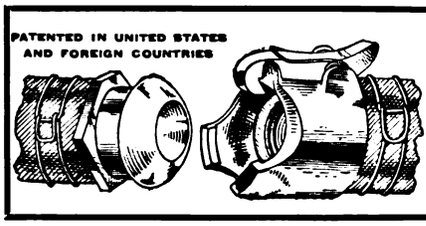
EMERY FOR THE HARDWARE TRADE
We are now putting up PURE TURKISH EMERY in 10 lb. tin cans.
Write for Prices.
ORIENTAL EMERY CO., New Haven, Conn.

FRY-PAN LID AND POT COVERS
prevent greasy stoves and spattering of grease
Standard Victuals and Boiler Protector
keeps food from being burned. Two quick sellers
KITCHEN SPECIALTY MFG. CO.
Reading, Pa., U. S. A.

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IMPERIAL SELF-HEATING FLAT IRON.
One cent for gasoline for two hours ironing. No standing over hot stove. No cold irons—only half the work Summer is best time to sell. Send for illustrated booklet.
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GET THE BEST Adjustable Spring Steel ROOFING BRACKET
for Shingling and Painting Roofs.
MANUFACTURED BY
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Marlin FIRE ARMS
REPEATING RIFLES
REPEATING SHOTGUNS
Marlin RUST REPELLER
Latest Complete Catalog for 3 Stamps.
The *Marlin* Fire Arms Co., New Haven, Conn.

PATENTED IN UNITED STATES AND FOREIGN COUNTRIES

SUPPLEMENTARY
"SNAP" HOSE COUPLINGS
SELL ALL SUMMER
A Trial Order will Convince You
A sample free to any dealer
The NELSON & MORRISON MFG. CO.
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NEW JERSEY WIRE CLOTH CO.

Manufacturers of every kind of

Iron, Steel, Brass and Copper Wire Cloth

ROEBLING STANDARD WIRE LATHING
PAINTED and GALVANIZED WINDOW SCREEN CLOTH
"JERSEY" POULTRY NETTING AND FARM FENCING

TRENTON, NEW JERSEY.

117 and 119 Liberty St., NEW YORK. 171-173 Lake St., CHICAGO. 25 and 27 Fremont St., SAN FRANCISCO.

Philadelphia HARDWARE.

HIGH GRADE
LAWN MOWERS

The householder insists upon buying the PHILADELPHIA Mower because he knows it will serve him well.

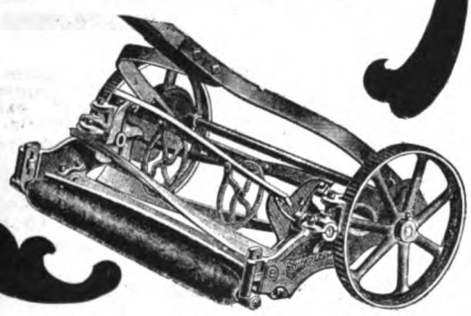
His neighbor's PHILADELPHIA is evidence enough for him that he will get full value for his money and a machine that will last year in and year out.

PHILADELPHIA Mowers are perfect Mowers. They are the result of our thirty-eight years' experience as Mower manufacturers. We are the largest makers of high-grade mowers in the world.

Many new and striking features in this year's line.

We make seventeen styles of Hand Mowers and five styles of Horse Mowers. Send for our 1907 Catalog.

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3101-3109 Chestnut St., Philadelphia, Pa.
LONDON STORE—14-16 Scrutton St., Finsbury.





WHICH SIDE

do you like the best? Which side is the most practical? Which way are your store shelves arranged? Are you systematic or wasteful? Can you reach any article with little walking? Are you crowded for room? Does your stock have a neat, compact appearance?

PIQUA Adjustable SHELF BRACKETS
overcome all objectionable features connected with shelf storage. It gives

Thirty Per Cent. More Room
than the ordinary permanent shelving, and it can be changed at wi l.

Send for Hardwaremen's Catalogue H, which tells you all about it It will interest you.

PIQUA BRACKET CO., Piqua, Ohio

HARDWARE

The Best Washing Machine to Have in the House:

The one that is noiseless, frictionless, swift, the easiest operated, the most substantially constructed and the handsomest of all machines —in short, the



Imperial

ROTARY WASHER

These things are selling points. Therefore, it's the best machine for you to have in your store. Don't forget that.

Our catalog will help you remember it. Send today for a copy.

THE BLACKSTONE MFG. CO.
Established 1871
JAMESTOWN, N. Y.



Tackle Blocks

for every purpose. 65 years' experience.

Boston & Lockport Block Co.
Boston, Mass.

HAROLD McCALLA
IRON AND STEEL
Plain and Galvanized Bars, Hoops, Bands, Angles, Channels, Tees, Plates, Sheets, Wire, etc.
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104 Reade St., New York City
General Hardware
Agent for Atlantic Screw Works. Wood Screws of Every Description. Agent for Maynard's Socket Shovels.

Improved Quick and Easy Rising Steam, Electric and Hand Power

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Send for Circulars.



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WILCUT SHEARS
SHEEP, GRASS, HEDGE AND HORSE BUTCHER KNIVES
The Wilkinson Shear & Cutlery Co.
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Federal Bench Punch

10 inches high, 10 inches long, Weighs 64 pounds

PUNCHES 5-16 inch hole in ¼ in. Iron plate, 2½ in. from edge. Send for Circular.



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131 Congress Street,
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and be represented in the most up-to-date and progressive magazine in the Hardware field.

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CORPORATE MARK



For Centuries they have had neither equals nor superiors in the manufacture of
Carving Knives and Forks, Table Cutlery, Scissors, Razors, Hunting and Bowie Knives, Pocket Cutlery, Etc.

ALFRED FIELD & CO.
93 Chambers St., New York

Tool Chests

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.

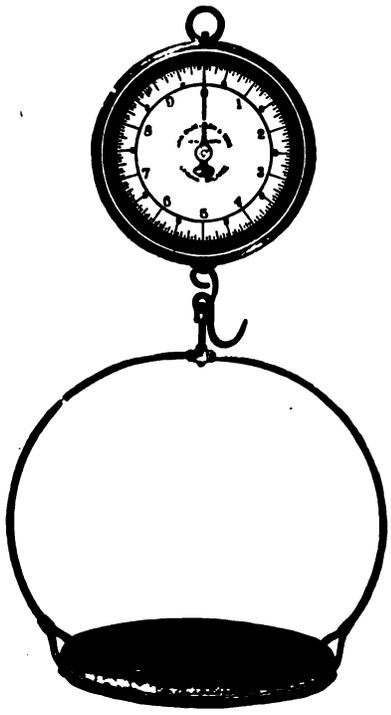
Machinists' and pipe fitters' empty Tool Chests.

Agents for Steel Tool Chests.

Send for Catalogue.

AMERICAN TOOL CHEST CO.
200 West Houston St., New York, U. S. A.

Chatillon Spring Scales



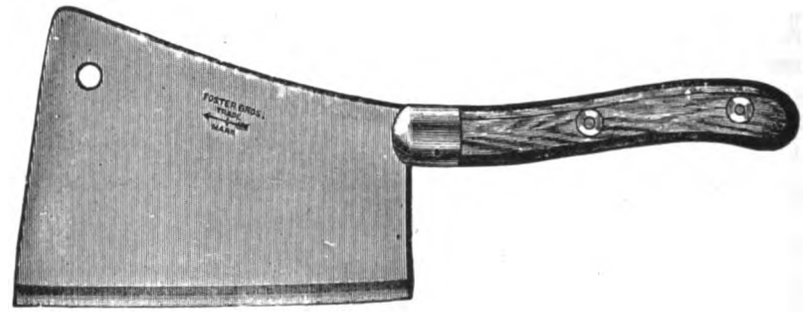
Inferior makes of Spring Scales are frequently sold to butchers as "Chatillon" Scales.

The sterling merits of our Spring Scales, well and favorably known for more than sixty years, are protected by the use of our name as makers plainly stamped on the dial, thus:

John Chatillon & Sons. Makers. New York. U.S.A.

Any Scale without this mark on the dial is NOT a Genuine Chatillon Scale.

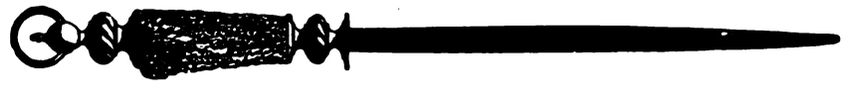
FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.



QUALITY is the first consideration in the manufacture of these tools. Recognized in the Markets, Packing Houses and Abattoirs throughout the United States, as the standard of excellence.

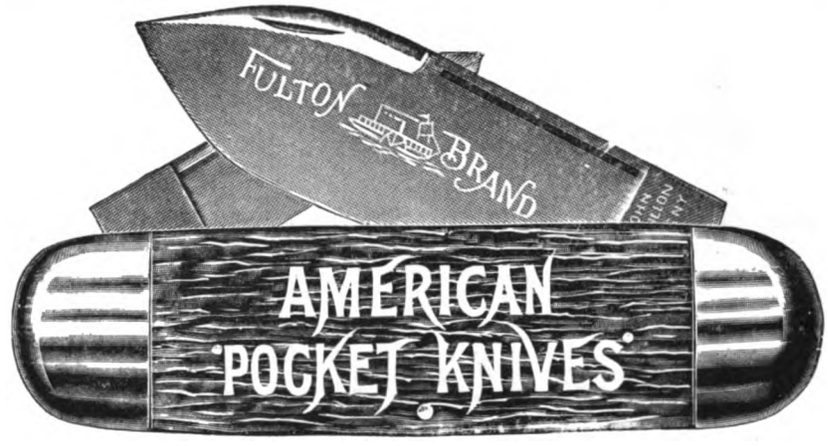
We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants, and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEEL



The careful workmanship and special steel used in its manufacture have made this steel

Famous throughout the World.



AMERICAN POCKET CUTLERY

of the finest quality, in large variety. Good sellers all of them—Knives that give satisfaction to both buyer and seller.

ESTABLISHED 1835.

JOHN CHATILLON & SONS, New York City

85 to 93 CLIFF STREET and 12 JACOB STREET.

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For supremacy between quality and price quality may look like a loser at the start but it always wins in the long run.

Snow Flake Axle Grease has had a "long run" — 20 years on the market. In all that time it has maintained its supremacy for quality, price and profit.

You would not want to sell a more all around satisfactory Axle Grease. Let your Jobber quote you.

Snow Flake Axle Grease Co.
Fitchburg, Mass.

DISSTON CHROMOL HACK SAW BLADE

Made of

DISSTON CHROMOL STEEL



As far as the Steel is concerned we guarantee it to do more satisfactory work day in and day out than *any* other Hack Saw metal.

It is a special high-grade material peculiarly adapted for metal-cutting blades.

And the Saw—well, the teeth are *milled in*, for one thing, making them clean and sharp and giving greatest possible strength.

And another thing is that blades are hardened by DISSTON SPECIAL PROCESS.

Made under DISSTON BRAND only

HENRY DISSTON & SONS, Inc.
Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, PA.



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Of all Axle Grease is the Frazer—the Old Reliable. It has greased all kinds and conditions of Axles for

Half a Century

with uniform satisfaction to both dealer and user.

Don't make the mistake of ordering cheap stuff —the Best—Frazer—is none too good for your trade. Write for prices to Frazer Lubricator Co., Chicago, New York and St. Louis, on

Frazer Axle Grease

WE ARE

HEADQUARTERS

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EVERYTHING

IN

HARDWARE

Including Cutlery, Sporting Goods, Guns, Etc.

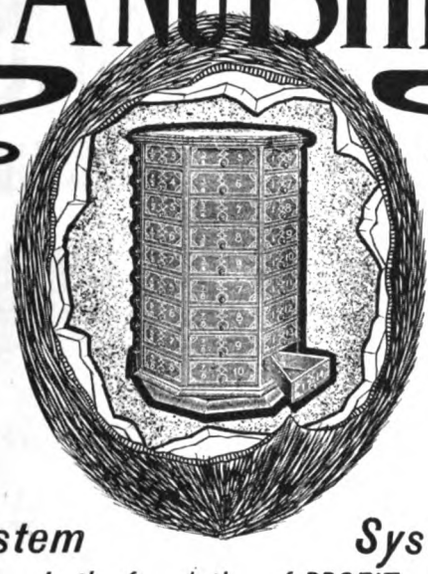
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We are sole distributers for one of the best lines of paint made, and will sell you for less money than you can buy comparative goods for: This we guarantee.

Write us for information regarding our special 75 gal. Assortment of Barn Paint. A Paint that is Red and Stays Red and is without question at the price we sell you, the best value on the market to-day.

TROUT HARDWARE CO.
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CHICAGO, ILLS.

IN A NUTSHELL



System *System*

Is the foundation of PROFIT

There is no system in a promiscuous scattering of Bolts, Screws, Tacks and Fine Tools over the shelves. But there is lots of system in the

AMERICAN REVOLVING BOLT AND SCREW CASE

Saves shelf room, time and money. Makes all stock INSTANTLY AVAILABLE. We make sixteen sizes, any kind of wood and style of finish. Sold by all Jobbers.

SEND FOR DESCRIPTIVE BOOKLET.

The American Bolt & Screw Case Co.

DAYTON, OHIO, U. S. A.

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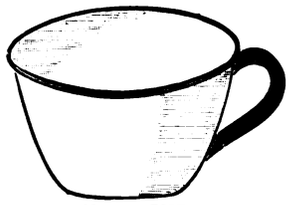
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OUR book "Selling Pointers" is interesting and instructive. It tells clerks how to become able salesmen and how to earn more money.

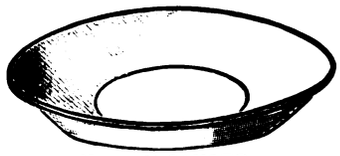
Write for it on your firm's letter paper.

American Fork & Hoe Co.,
Cleveland, Ohio.

White Steel Enameled Ware



No. 508 CUP.



No. 509½ SAUCER.



No. 847 COMBINET.

For Summer Camp Supplies, Hospitals and Public Institutions.

Our line is most complete. Our prices are reasonable, and the profits large enough to pay you for pushing them this season.

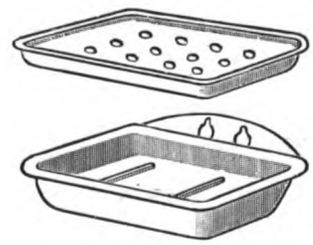
Be convinced—send for catalog, prices, and see!

Agents wanted to sell this line, as a side line, to the Hardware trade in New York, Pennsylvania, Virginia, Maryland, West Virginia, Ohio, Indiana, Illinois, Missouri, Iowa, Wisconsin, Minnesota, North Dakota and South Dakota.

The GEO. H. BOWMAN CO.
NEW YORK, 39 MURRAY ST.
CLEVELAND, OHIO.



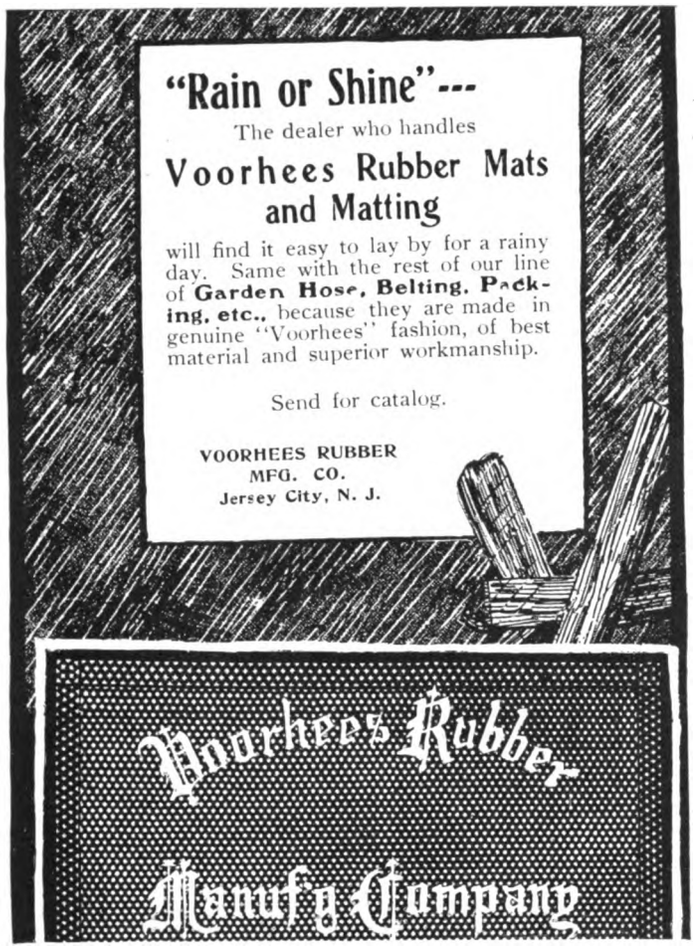
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No. 511½ SOAP.



No. 512 EWER. No. 506 BASIN.



PROMETHEUS

ELECTRIC COOKING
and
HEATING APPARATUS

For household or industrial purposes are crea ing a stir wherever introduced or used. Why? Because they differ in appear nce in no way from utensils heated by gas or other means and are as simple to operate—in fact more simple—for

A FLEXIBLE ATTACHMENT CORD

attached to any lamp socket and connected with any "Prometheus" apparatus- Irons, Kettles, Stoves, Chafing Dishes, Water or Food Heaters, Radiators—will heat them in less tim , at less cost and less labor than any other apparatus on the market No Smoke, No Soot—No Danger from Fire or Explosion - But more Profit.

You ought to carry this line this year.
Ask us about it.



THE PROMETHEUS ELECTRIC CO.
236 East 43d St.
NEW YORK



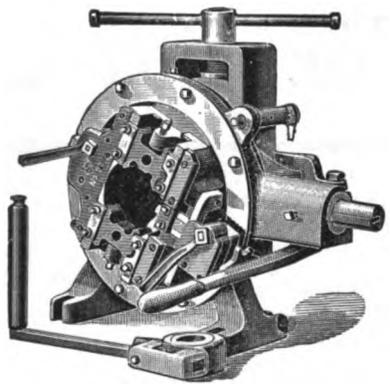
YOU CAN TAKE THE MACHINE
TO THE WORK

and save much time over cutting and threading pipe by hand with a cutter and stock.

Armstrong's Pipe Cutting and Threading Machines are light, strong, compact and portable in all sizes up to 4 inches.

Interesting catalogue free.

The Armstrong Mfg. Co.
Bridgeport, Conn.
CHICAGO OFFICE: 23 S. Water St.



25¢ Buys a Life Saving DAVIS SANITARY FOUNT

Clean, fresh water is LIFE to young chicks. Davis' founts insure a constant supply and chicks can't get drowned or wet in them, or tip them over. Only fount made that feeds water, grit, oyster shells, grain, etc.

Price 25c each, $2.70 per doz. Postage 15c each extra. No bottles or cans included, but any size old can or bottle can be used.

Ask your supply, hardware or feed dealer for them, or write for our catalogue of Up-to-date Necessities for Poultrymen, including poultry and pigeon leg bands, founts, roost brackets, metal nests, poultry punches, etc.



The Keyes-Davis Co.
(Limited)
Manufacturers
520 Hanover St.
Battle Creek, Mich.



The WHITE LILY WASHER

It Sells and Stays Sold

Holds the record for sales. The most desirable Washing Machine for Dealers.

Do YOU Want a good Seller? If so, write to-day.

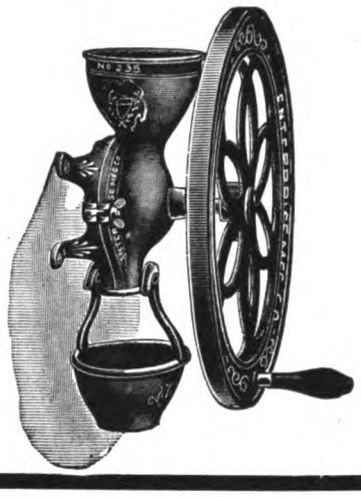
WHITE LILY MFG. CO.
TOLEDO, OHIO.
DAVENPORT, IOWA.

"A PERMANENT ROOF"
CONCRETE STOWELL'S ROOFING

SECURE PROTECTION AND LONG SERVICE BY USING OUR ASPHALT ROOFING
SAVES REPAIRS
SAVES RECOATING
SAVES RENEWING
Send for Samples and Pamphlet
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THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH PLATES-CHECKS
BRIDGEPORT, CONN.









SHOW MORE

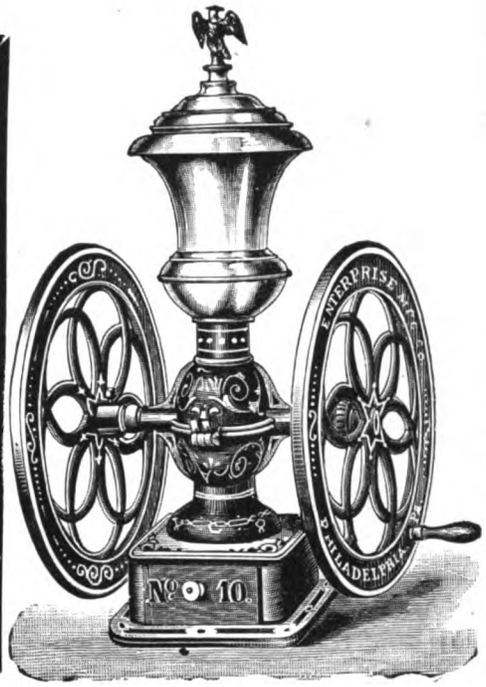
Practically every hardware store shows and sells "Enterprise" specialties, but do *you* get out of them all the profits there are in "Enterprise" goods? *Show a bigger assortment of COFFEE MILLS, for example, and see the increase in Sales.*

"ENTERPRISE"

COFFEE MILLS meet every possible want for households, stores, coffee roasting establishments, etc. Made in every size, style and capacity—all constructed with "Enterprise" thoroughness. More and more are sold every year. Are *your* sales increasing? Write for catalogue and advertising literature.

THE ENTERPRISE MFG. CO. OF PA.
Phila., U. S. A.

21 Murray St., New York
438 Market St., San Francisco



5 TOOLS IN ONE



8-Inch Try-Square
Bevel
Butt Gauge
Marking Gauge
Mitre---

none other than

Hight's Union Combination Square

It is the best tool of its kind on the market. No mechanic's tool kit is complete without it. Accurately made of the best material; all nickel plated. Sell? We never saw the beat of it Send for description and prices.

LARGE PROFITS FOR DEALERS.

The Hight Mfg. Co., Toledo, O.



Give Your Customers "THE HORSE"

This is an attractive 32-page booklet containing authoritative information on the care of the horse in and out of the stable. All of your customers interested in horses will want a copy.

We will give you free copies with orders for Dixon's Graphite Axle Grease —number of copies depends upon quantity of grease ordered.

Write for a sample copy of "The Horse" by number 54—I.

Joseph Dixon Crucible Co.
Jersey City, N. J.

You take no risk on the quality. We make only the best.

TRADE MARK REGISTERED
BAEDER, ADAMSON & Co.
MANUFACTURERS OF
GLUE
SAND PAPER. EMERY PAPER.
EMERY CLOTH
CURLED HAIR.
FOUNDED 1829.
NEW YORK BOSTON CHICAGO. PHILADELPHIA.

Sand Papers IN **Reams and Rolls**
Flint Paper
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HAIRFELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO.
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"AMERICAN" TWIN FREEZER

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one Freezer. . . .

Something Entirely New Never Done Before


"GEM"


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"LIGHTNING"

The Best Ice Cream Freezers in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

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ESTABLISHED 1836

ALFRED FIELD & CO.

93 Chambers and 75 Reade Street, New York.

A STRONG COMBINATION

We are Sole Agents in the United States for

JOSEPH RODGERS & SONS, Limited,	Best Cutlery in the World
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THE IMPERIAL ENAMEL CO.,	Best Enameled Signs in the World
WEBSTER & HORSFALL,	Best Steel Wire in the World
W. K. & C. PEACE,	Best Lawn Scythes and Grass Hooks
EDWARD GEM & CO.,	Hedge and Garden Shears

WAX WIRE An entirely new thing. A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL and HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

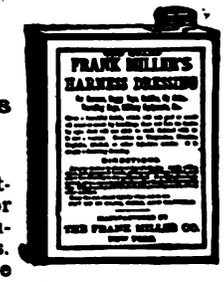
FRANK MILLERS

HARNESS REQUISITES



FRANK MILLERS HARNESS OIL

Preserves and softens the Leather, consequently adds life. Compounded with pure Neatsfoot Oil.



FRANK MILLERS HARNESS DRESSING

The very best article of its kind for owners and manufacturers of harness. Used all over the world.

Send for Booklet.

THE FRANK MILLER CO.
349 & 351 WEST 26TH STREET,
NEW YORK

RIVETS and WIRE NAILS

C. C. & F. P. TOWNSEND
NEW BRIGHTON, PENN.

A ROOFING MATERIAL

to give long service and complete satisfaction, must be capable of rapid expansion and contraction. Without these two qualities it will soon be rendered practically worthless because of breaks and buckling.

In the making of

MF

32 POUNDS COATING

ROOFING TIN

we carefully figure both these factors, and the result is a Terne Plate that offers the greatest protection. These qualities, in conjunction with its well known pliability and perfect coating, have made MF Ternes the plates they are and the ones you need if you want the best to be had. Send for our booklet "From Underfoot to Overhead" if you would like to know how real Roofing Tin is made. It is free.

AMERICAN SHEET & TIN PLATE COMPANY

FRICK BUILDING, PITTSBURGH, PA.

We Defy Competition





SNOW WHITE

ROLLER GEARING ROTARY WASHER

It is so practical so durable—so superior in every respect and such a good seller that the Hardwareman not handling it is blind to his own interests. Its name is the best guarantee of doing snowy-white washing—the name of its makers leaves no room for doubt that rugged old honesty is wrought into every part of the machine.

Send for Circular and Prices

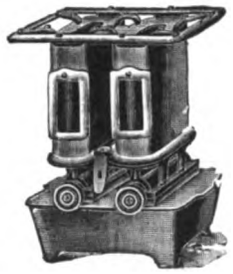
Because we are the largest manufacturers of Family Washing Machines in the world. We make fifteen different styles and sell them at prices within the reach of any purse, leaving a good profit to the dealers. "Seeing is believing." Send for particulars.

H. F. Brammer Mfg. Co., Davenport, Iowa



TAYLOR & BOGGIS' Hardware Specialties

Light Grey Iron Castings, Builders' Hardware, Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Etc.

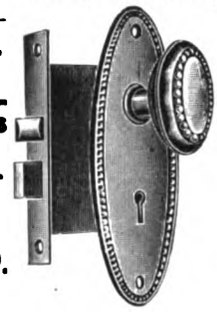




We Furnish You Quick Sellers —You Sell Them.

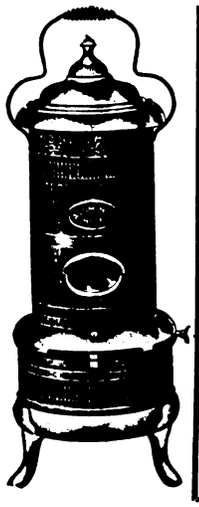
Send for our Catalog.

THE
Taylor & Boggis Foundry Co.
CLEVELAND, OHIO.









ALUMINO AND ELECTRIC OIL HEATERS

THE WORLD'S BEST—MORE THAN A MILLION IN USE.

This enormous number of "ALUMINO" and "ELECTRIC" Heaters have not been sold on bluff or pretence.

They've been sold on QUALITY and PERFORMANCE.

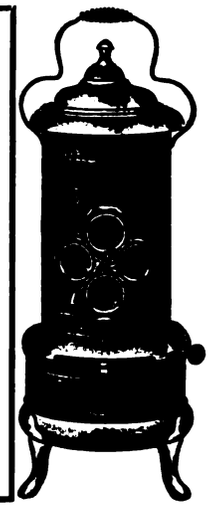
The oil-heater is no longer a matter of choice. "ALUMINO" and "ELECTRIC" are **STANDARD** the world over.

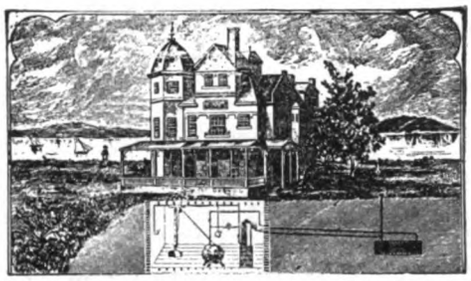
Our wonderful "Safety Burner," combined with the beauty and durability of our Heaters, have placed them in a class beyond comparison.

Any live dealer in any locality will find sales for the "ALUMINO" and "ELECTRIC" Heaters, and should not be without a full assortment.

Your Jobber or we will cheerfully supply you. Send for our free book "The Oil-Stove Salesman."

NOVELTY MFG. CO., Dept. W., Jackson, Mich., U. S. A.





GAS LIGHTING AT A REDUCED COST
by means of the
Climax Gas Machine and Mixer

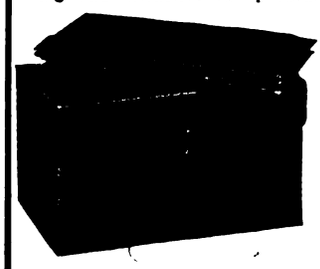
Individual Plants for Homes, Stores, Offices, etc., which are perfectly safe and very economical. Approved by Insurance Companies.

Brilliant Light and excellent cooking service. Machine lasts a lifetime. Our system is the result of thirty years' development. Send for our Catalog.

C. M. KEMP MANUFACTURING CO.
405 East Oliver St. Baltimore, Md., U. S. A.

"CAMERA" FOLDING LUNCH BOX

The original and best folding lunch box on the market. Made entire from one piece of best fiber board, cloth-covered. Rapidly folded. Lasting and attractive in appearance. *Send for Samples and Prices.*



INSECT, DUST and WATER-PROOF

Fits the pocket and fits the purse.



ROCHESTER LUNCH BOX MFG. CO., Rochester, N. Y.

PUT YOUR FAITH IN THE MALLEABLE SHOD BARROW

—or anything else that can be carried.

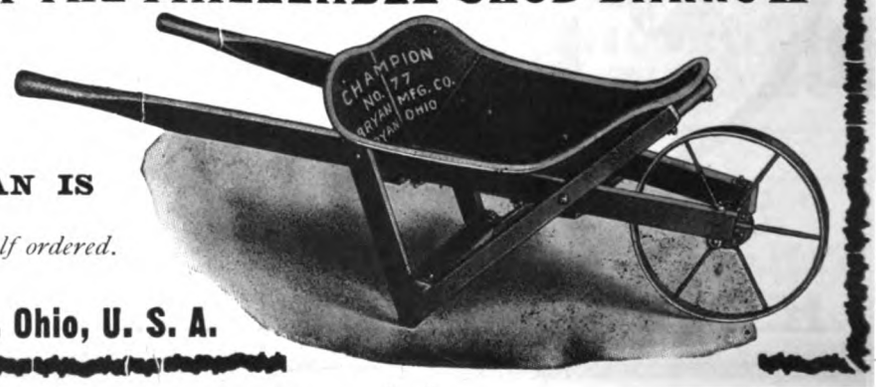
It will not break down or wear out under the heaviest loads.

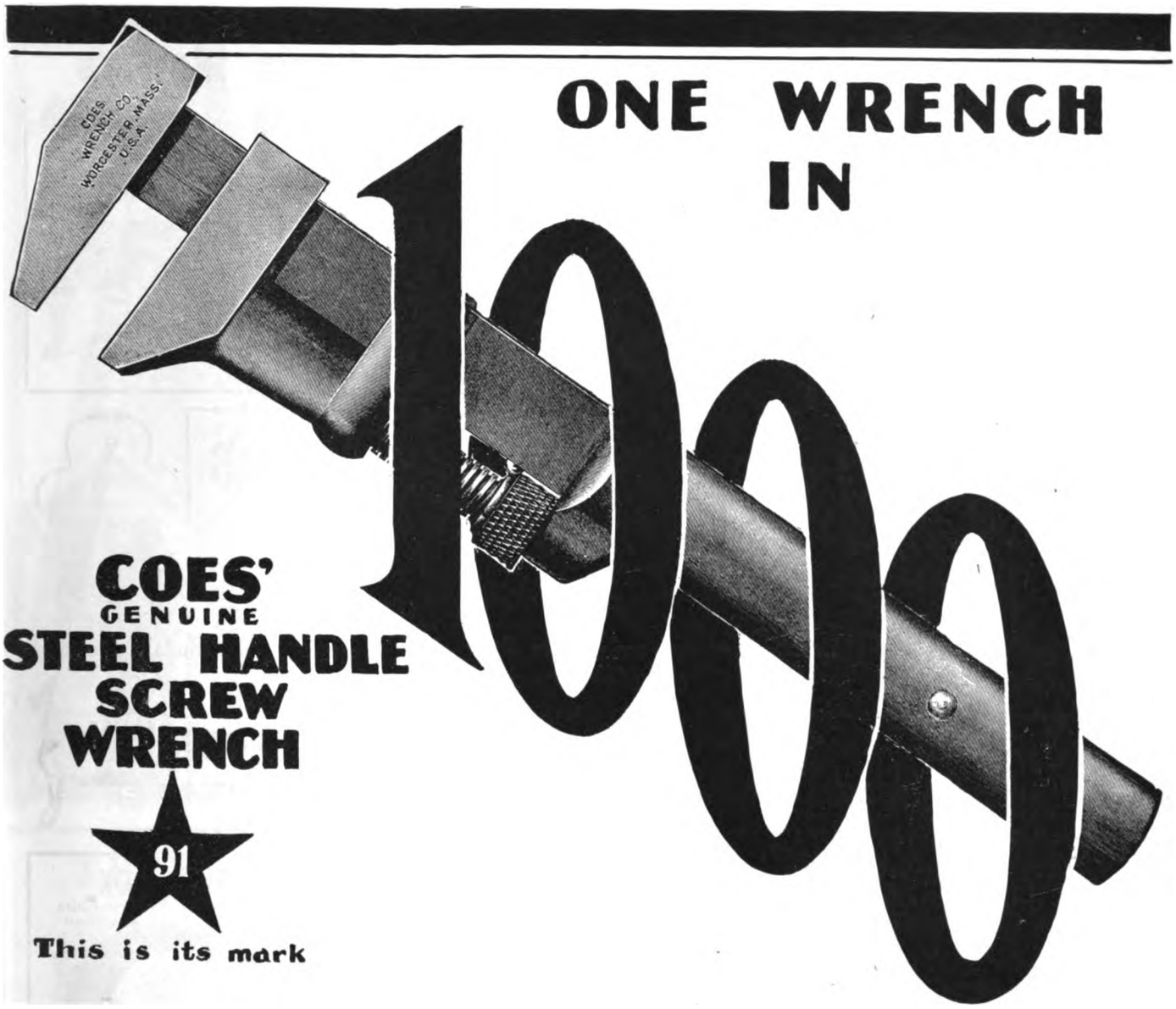
It is a vehicle made for work.

BUILT STRONGER THAN IS NECESSARY

Those who receive our catalog have half ordered. Send for it.

THE BRYAN MFG. CO., Bryan, Ohio, U. S. A.





30 PER CENT. STRONGER

than any other Wrench made. THE WRENCH THAT PROVES. It is designed for use where excessive heat, moisture or severe service make exceptional demands upon a tool.

Handle is internally supported (patented). Steel bar and screw steel casting for jaw and handle. Steel rivet and firs quality steel ball in screw race. Made in eight sizes, and in black finish only—6, 8, 10, 12, 15, 18 and 21 inch. Also 4 in. finished in case-hardened gun finish only.

The User Knows. Say "Coes' Wrenches" and be safe.

COES WRENCH CO., WORCESTER, MASS.

NEW YORK AGENTS:

J. C. McCARTY & CO.
10 Warren Street.

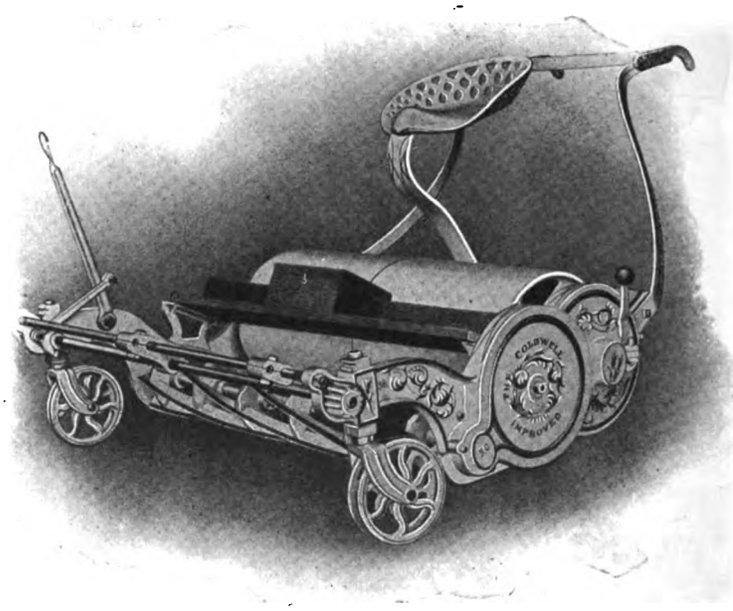
JOHN H. GRAHAM & CO.
113 Chambers Street.

Coldwell's Improved Horse Power Lawn Mowers

Are just the thing for expansive lawns — anywhere.

They are made in Coldwell fashion—strong, durable, easy running and easy selling.

You should have our catalog. It describes our entire line of hand, horse and motor power mowers.



Are used exclusively by U. S. Government and in the Parks of Greater New York, Buffalo, Detroi and other large cities

COLDWELL LAWN MOWER CO., Newburgh, N. Y.

HICKORY

KELLEY-HOW-THOMSON CO. DULUTH MINNESOTA

Your Customers are Satisfied

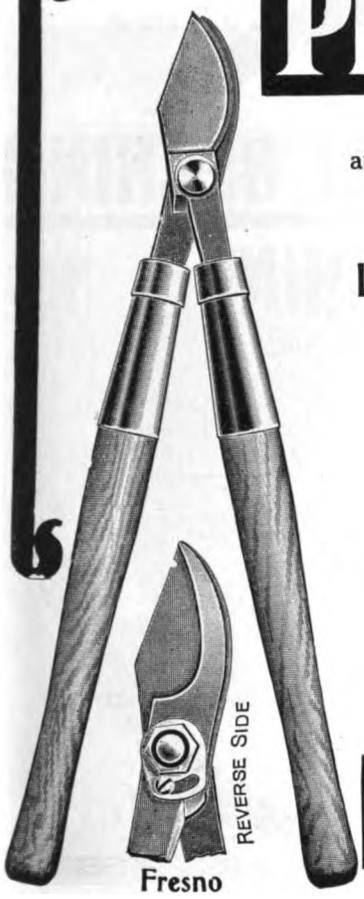
if you sell paints and varnishes bearing the above trademark. The expert labor, excellent materials, and latest improved machinery used in making these goods produce an article which you can recommend to your most particular customer with the certainty that he will be satisfied. HICKORY High Grade Paints and Varnishes will increase your sales.

KELLEY-HOW-THOMSON CO.

WHOLESALE HARDWARE

DULUTH MINNESOTA

PRUNING SHEARS



Fresno

Made to stand the test of time and the wear and tear of rough usage.

Only the Best Steel and Wood Used.

NEW FEATURES:

LOCK NUT
SEAMLESS FERRULES
NOTCHED HOOK

(Patented Dec. 31, 1901. Dec. 8, 1903.)

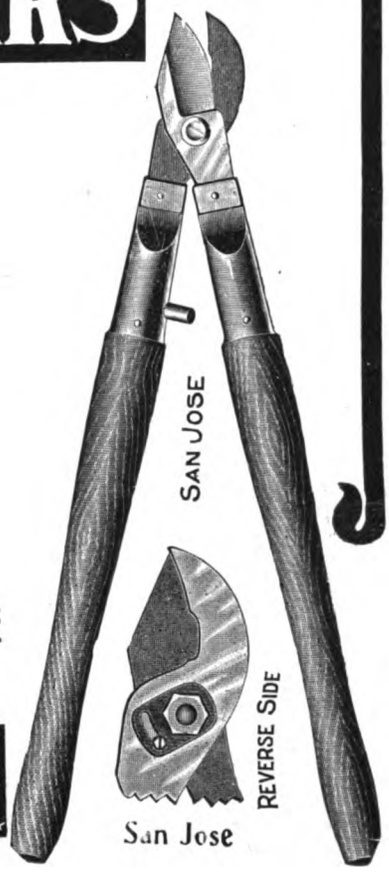
This is what the man who **knows** wants.
A money-maker for the Hardwareman.

We Also Manufacture

GARDEN RAKES
GARDEN MATTOCKS
GARDEN HOSE

Write for Our New 1906 Catalog - It's Worth While.

THE CRONK & CARRIER MFG. CO.
ELMIRA, N.Y.



San Jose

THE SCREWLESS SPRING-SET SHEAR

FEATURES OF SUPERIORITY

7 7

1. Never wears loose at joint.
2. Blades held together automatically, with just the right spring tension.
3. Pivot free to rotate, forming roller bearing.
4. Largely self-sharpening.
5. Easy to take apart and put together.
6. Tension is adjustable.
7. *Gives complete satisfaction to customers.*



THIS IS ITS STRONG SELLING POINT

the point which will enable you to create sales. The adjustable spring tension overcomes the great weakness of all other shears.



Send a Trial Order To-day

Write for Circular "A." Mention HARDWARE.

DAVIES AUTOMATIC SHEAR CO.

41-43 Maiden Lane, New York City



THE MOTOR HIGH SPEED BALL BEARING WASHING MACHINE

THE MACHINE WITH A RECORD.

Thousands in use everywhere. Sold on Exclusive Agency Plan only. Our Positive Guarantee with each machine.

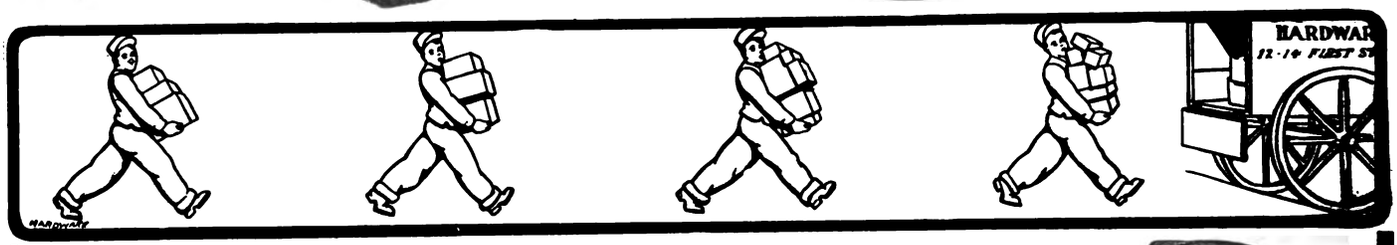
OUR GUARANTEE

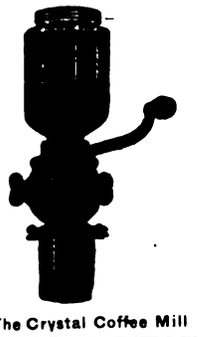
"If this machine is not perfectly satisfactory to your customer at the end of 30 days' use, you may return it to us at our expense, and receive full credit."

Initial shipment will be sent ON APPROVAL to reliable dealers only.

A postal will secure the Agency for this machine in your city. Write to-day for terms and prices.

MICHIGAN WASHING MACHINE CO.
MUSKEGON, MICH.





The Crystal Coffee Mill



The Gem Mop Head

We Send Samples

OF ANY OF THE

300 ARTICLES COMPOSING THE

Unexcelled Line of Arcade Goods

We show herewith four fine money-makers for the Hardware Dealer.

THE CRYSTAL COFFEE MILL with glass hopper and tumbler, the most perfect mill made and with it the most discriminating customers can be interested. Its superior advantages are apparent at sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. A companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to coffee mill trade.

You can satisfy every requirement of your trade with the sixty different styles of wood, glass and metal mills which we manufacture.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. Made of the best steel and has the latest improved spring adjustment. A durable, saleable and profitable article.

THE EIGHT SPACE SPICE CABINET made of hard wood in natural finish. Strongly built to withstand the roughest usage. Each compartment labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.
Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.



The Jewel Coffee Mill



Eight Space Spice Cabinet

The Clear Mountain Torrent



has nothing ahead of the

ROSE WATER COOLER



for purity and healthful, refreshing temperature of drinking water.

It is distinctly in advance of every other Cooler under the sun.

It never allows the ice to come in contact with the water, and has no secluded parts to contaminate the supply.

It is as sanitary as the glass pitcher on your own dining table.

It requires 50% less ice than any other Water Cooler.

It is extremely simple and stands hard usage.

The best Cooler for the home office, hotel, school, store, public building or any other place where efficiency and good drinking water are in demand.

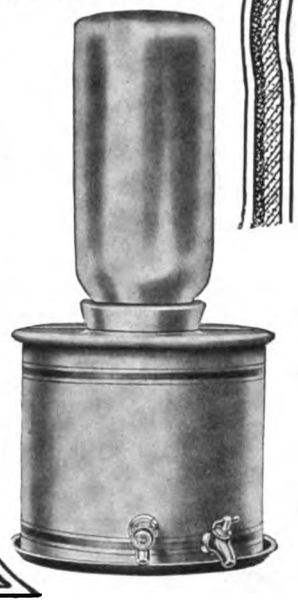
All of these things account for our large and constantly increasing business in the Rose Water Coolers.

Our Special Proposition for Hardware Dealers Cannot be Excelled. Write for it.

THE ROSE MANUFACTURING CO.

505-7-9-11-13 W. 50th St., New York City.

MODEL E
Counter Cooler



MODEL F
Family Water Cooler.

There's Beauty as well as Strength in the

MOSSBERG WRENCH

For Auto and Machine Use

Quality and Finish Developed to the Highest Notch.
A Wrench you can depend upon.
Each one guaranteed.
Nickeled or mottled finish. Sizes 5 to 10 inch.

CATALOGUE FREE

Better send for Sample and Prices.

FRANK MOSSBERG CO.

ATTLEBORO, MASS.



CHICAGO OFFICE
110 Lake St.

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132 Valencia St.

Export Selling Agents: S. GUITERMAN & CO., Ltd.

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35 S. William St.

PARIS: Godefroy, Petard & Co., Ltd.
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HAMBURG: Guiterman, Rosenfeld & Co
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The Smith & Egge Mfg. Co.

BRIDGEPORT, CONN.

Manufacturers of

Sash Chains



"Giant," "Red Metal" Cable and Jack

Chains

Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities*. You will find them in use in the *finest buildings*.



No. 40.

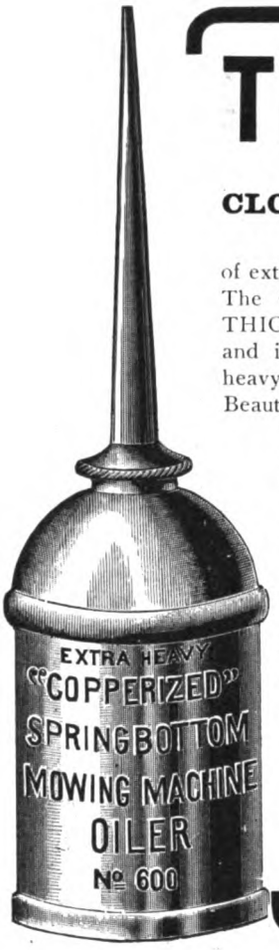
New York Agent: J. J. Halpin, 62 Reade Street. Philadelphia Agent: W. E. Trull, 514 Commerce Street. Chicago Agent: H. H. Munger, 142 Lake Street. St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg. San Francisco Agent: S. V. Armstrong, Monadnock Bldg.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



Special Price on Large Orders from the Jobbing Trade.

The American Tube & Stamping Co.

Successors to

The WILMOT & HOBBS MFG. CO.,

BRIDGEPORT, CONN.

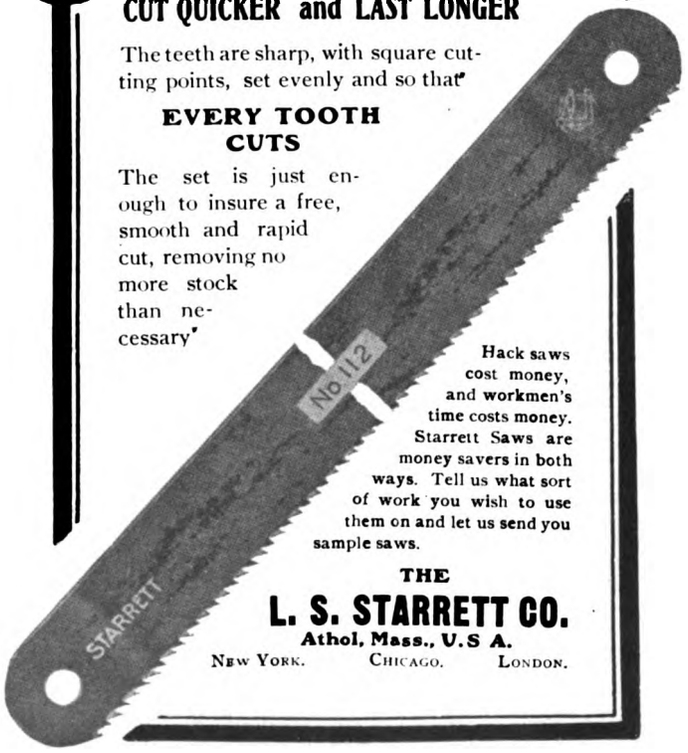
STARRET HACK SAWS

CUT QUICKER and LAST LONGER

The teeth are sharp, with square cutting points, set evenly and so that

EVERY TOOTH CUTS

The set is just enough to insure a free, smooth and rapid cut, removing no more stock than necessary.



Hack saws cost money, and workmen's time costs money. Starrett Saws are money savers in both ways. Tell us what sort of work you wish to use them on and let us send you sample saws.

THE L. S. STARRETT CO.

Athol, Mass., U.S.A.

NEW YORK. CHICAGO. LONDON.



This is the Glass

HARDWARE K.

which gives the

AKRON LEVELS

superiority over all other levels. It is encased in heavy elastic bearings and an outer heavy glass gives

Absolute Protection Against Breakage

Akron Levels can be easily read in any position at a distance, and in many other ways are superior levels.

Send for Catalog in colors.

The BAKER, McMILLEN CO.

AKRON, OHIO





PUBLISHERS' ANNOUNCEMENT

WITH this issue of HARDWARE we invite the representatives of the Hardware trade to celebrate with us our Seventeenth Anniversary. And to all of our many friends, new and old, who may find in HARDWARE'S present stylish attire cause for rejoicing and mutual congratulation, we state that though the clothes are new they are not intended alone for holiday dress, but will remain a permenent fixture, to be changed only when something more practical, interesting and beneficial to our readers will be found to replace them. The old brown cover, which has done service so long, with its many advertisements seemingly striving to crowd each other off the edge of the front page, has been relegated to history, and in the future only one designed and carefully-prepared advertisement will occupy this space, a different one for each issue. Nor are the reading columns of this Anniversary Number mere birthday talk. From now on HARDWARE will be filled with articles of such merit and importance that the reader will take our magazine home for thorough perusal at leisure moments.

The HARDWARE of the future will be primarily a trade magazine, conducted for the enlightenment and entertainment of the reader—at all times a credit to the great industry it represents. This policy will be extended not only throughout the reading pages, but into the advertising section as well. Our present staff comprises the best experience and ability obtainable in the field of journalism —capable, enthusiastic and hard-working men, who have rolled up their sleeves and set their shoulders to the wheel. We are determined to make HARDWARE a mirror of events, processes and views which shall reflect nothing but the best thought in its reading columns, illustrations and advertisements.

We shall strive to bring the worker, the seller and the manufacturer into closer touch with each other, and to promote friendly feeling and co-operation between these three great classes. Each of them, although having interests which are mainly centered in their own affairs, are interdependent upon each other to a certain extent. In advancing this cause, we wish to encourage our readers to give utterance to their views in the columns of HARDWARE, keeping ever in mind, however, that differences of opinion are rights which all men enjoy, and that they do not constitute grounds for anything more than kindly and good-natured criticism.

The HARDWARE of the future will be a living advocate of that "cheerful journalism" which serves to bring men closer together, and which does not magnify or distort either faults or virtues beyond that point which the facts warrant. If praise is merited, praise will be given; if censure is needed, we will do that also, and without gloves. HARDWARE can be depended upon to practice what it preaches and preach what it practices.

We do not by the above statements seek to apologize for our past record, as a magazine that has occupied the high position and enjoyed the influence and steady growth that HARDWARE has known during its seventeen years of life, certainly owes no apology to any man or men. Our friends who have gone with us through the past, however, as well as those who have been or may be attracted to us in recent years or in time to come, will find in the new HARDWARE an ever-increasing delight and a medium for the exchange of trade topics which will merit their attention and praise much more than ever before.

We therefore respectfully solicit the earnest co-operation of all enterprising representatives of the Hardware trade as well as its allied branches, to the end that abuses may be nullified and conditions bettered.

Yours in the work,

HARDWARE PUBLISHING CO.

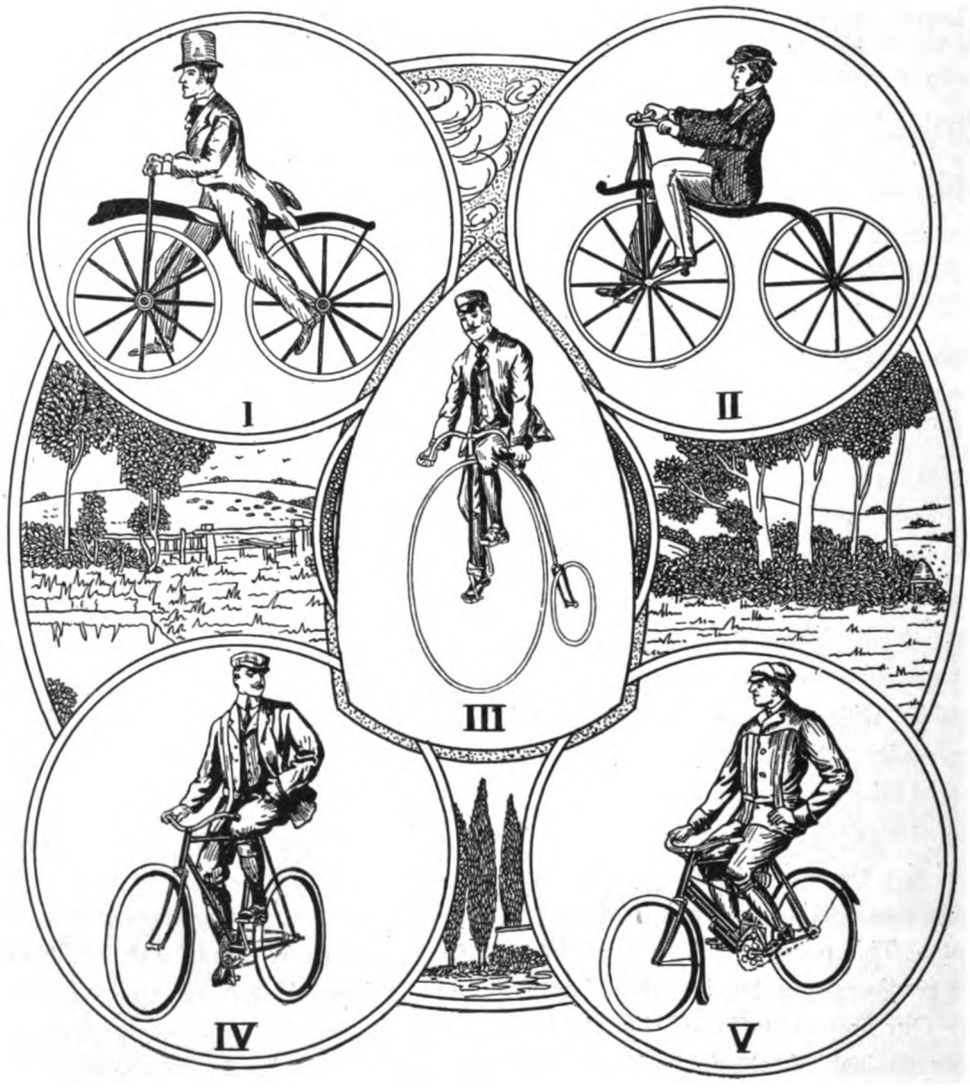
BICYCLES A PROFITABLE SPECIALTY FOR THE HARDWARE DEALER

BY C. H. DIRHOLD. SECOND PAPER.

IT WAS Lord Charles Beresford who said: "Whoever invented the bicycle deserves the thanks of humanity," and no expression was more fit. The bicycle has been the means of bringing out for exercise in the open air millions of persons, men, women and children. old, middle-aged and young, who otherwise would have confined themselves to homes, stores and offices. The bicycle industry has also directly and indirectly given employment to many thousands of persons in the manufacture and sale of its product.

The universal use of the bicycle also led to the formation of the League of American Wheelmen, with a membership at one time of more than 100,000, and this organization started the agitation for better roads, which led in many States to great improvement in public highways.

But the bicycle, like all other articles depending upon public favor for their use, has had its successive periods of prosperity and depression. The boom of a few years ago has passed, and in its place has been established a legitimate and popular demand for the bicycle as a means of conveyance and practical utility. From present indications it is probable that a normal outpue in the manufacture of bicycles has been reached, and that from now on bicycle industry will show stability and progress. At the present time there is hardly a spot in the known world where the bicycle has not penetrated.



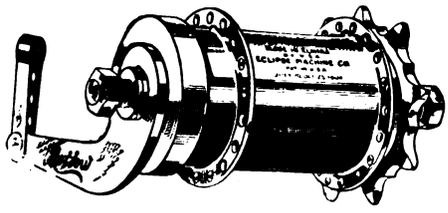
THE FIVE PRINCIPAL STEPS IN THE DEVELOPMENT OF THE BICYCLE.

Next to the pneumatic tire, the coaster brake is the greatest nvention pertaining to the bicycle that has been made for the rider's safety, comfort and labor-saving economy. A good coaster brake is the greatest help and

saver of energy a bicycle rider can have and own.

The modern coaster brake does not change the general appearance of the bicycle in any way, as the whole mechanism is contained in the rear hub. There are no levers, bars or springs of any kind to think about—all you have to do is to make the same movements as though you were riding an ordinary bicycle, pedal forward when you want to go ahead and pedal backward when you want to stop. When you want to rest or coast, simply stop pedaling, and the bicycle goes forward under its own momentum until you stop it by back-pedaling.

In a nutshell, the coaster brake is a special rear hub, fitted to bicycles, giving the rider better control of his mount. When propelling the bicycle forward it acts exactly as an ordinary or regular bicycle hub. In going



MORROW COASTER BRAKE.

down an incline, the rider simply stops pedaling and the bicycle continues to run forward of its own momentum and under absolute and positive control of the rider. Should the rider desire to stop or check the speed of the wheel, he merely back-pedals, which places the brake in instant action. So positive is the brakeing device, that it is possible to slide the rear wheel. This, however, should never be done, except in a case of emergency.

The popularity of the coaster brake is brought about by the fact that it gives the rider perfect control of his mount at all times. Then, again, it saves nearly one-third less pedaling. It is automatic in action, and the movements required to put the device in action are the ones the rider would naturally make, therefore, the easiest possible. It greatly increases the pleasure of bicycling by resting the rider and annihilating space at the same time.

There is that "feeling" about coasting on a bicycle that is rather difficult to define. We know the feeling is "all there," however, and the old rider as well as the young American admit that there is an endless delight in the sensation of coasting on a bicycle. What the coaster brake has done for the cyclist and for cycling only those who have used it can define, but it is safe to say that the coaster brake once used is always used.

I believe the coaster brake, more than any other one thing, has been the means of creating new and revived interest in the use of the bicycle. It certainly gives the dealer an immense talking point and one which he should take full advantage of at all times, and at every opportunity. Somehow or other, bicycling coasting seems to surpass all other methods, and appeals more forcibly to the average rider, and in my own retail experience the coaster brake has always been my saving clause, and usually lands the obstinate buyer who is inclined to put off buying until some future date.

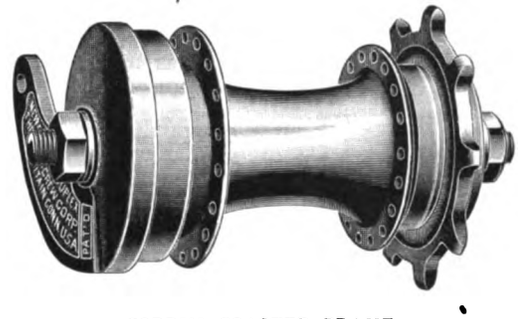
No matter how much the healthful exercise of pedaling a bicycle may appeal to the rider, the turn of the road which brings him an opportunity of relaxing his muscles and coast or glide along a descending grade with gathering momentum that will carry him up the next grade is always and ever will be a welcome one.

The Morrow, Corbin and New Departure are considered to be the standard coaster brakes for 1907. These brakes have all been on the market during the past several years, and each has given such splendid satisfaction that it would require a stretch of the imagination to say that one is better than the other. The respective makers of these coaster brakes have reached a point in construction and efficiency that closely approach perfection.

This somewhat lengthy article, dealing almost solely on the subject of coaster brakes may be pardoned when it is considered that coaster brakes are becoming almost universally used, and are being specified on more than 80 per cent. of new bicycles; a fact which sufficiently attests that coaster brakes have become a necessity and indispensible part of the bicycle equipment to-day.

The Corbin is made by the Corbin Screw Corporation, of New Britain, Conn.; the Morrow by the Eclipse Machine Co., Elmira, N. Y., and the New Departure by the New Departure Mfg. Co., Bristol, Conn. The reliability of these manufacturers is above question, and the worth of their guarantees constitute one of the strongest arguments in favor of these three brakes.

It will surely pay the Hardware dealer to push bicycles for the profit there is in them, but don't expect to sell many wheels if you merely offer them for sale. If you want to meet with more than mediocre success in handling bicycles—push them—be enthusiastic in presenting them to your trade. Remember, bicycles have ceased to be a "fad," they have become a staple—as much so as stoves or sewing machines. Each year and season now sees a healthy growth in the demand. The Hardware dealer who picks out a good reliable wheel, equipped with a coaster brake, that he can sell at an honest price, that has a record and a good house back of it, and then sticks

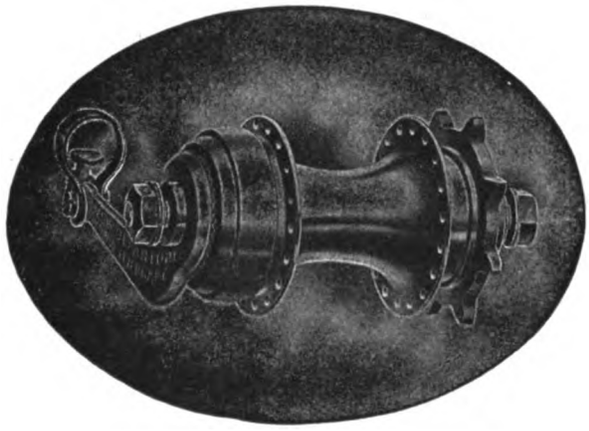


CORBIN COASTER BRAKE.

to it, year after year, may count on a sure demand and a steady growth in his sales and bicycle profits.

Taking the cue from the manufacturers, the Hardware trade will do well to look carefully over their field to discover how best to get in on the ground floor and insure themselves the increased trade and profits which the re-

vival and increased popularity of the bicycle is sure to bring the wide-awake dealer. That the revival of the



NEW DEPARTURE COASTER BRAKE.

bicycle is again an accomplished fact is best admitted by the call for good, easy-running bicycles, which is being heard by dealers in every part of the country. It means a demand the Hardware dealer must and should be prepared to meet. You certainly can't meet it better and more profitably than by stocking the line early, or at least put in an attractive line of easy-selling, well-equipped, up-to-date bicycle floor samples. When you handle bicycles, put in a line that you have the utmost confidence in. A wheel that every one you sell you can look the purchaser squarely in the eye when you tell him it is the best bicycle you know of, because you are telling him the truth.

Just a word more. Are you going to get left, or are you going to take up this bicycle matter right away, and get your opening order in good and early, in time for the large spring and summer demand for bicycles? No matter how busy you are, you can't afford to overlook the 1907 bicycle proposition, for it would mean passing up a seasonable opportunity to increase your trade and profits. Think about it, act now, while the matter is fresh in mind, and you will never regret it.

PLAIN TALKS ON ADVERTISING

By George F. Bradford.*

PART I.

ALL human nature is the same the world over, "only more so in some localities," as Bill Nye said. Everyone has a streak of curiosity in his make-up. It is the successful appeal to this streaf of curiosity that makes the really good advertisement; it is the ability to so appeal to the greatest number that makes the successful advertiser.

Now, this is not an easy thing to do at first hand. It has been said that the man who has the ability to construct a really *good* advertisement can do successful work in any other branch of literature upon which he sets his mind. Whether this is true or not, it certainly is a science too deep for the average merchant to attempt to master, unless he should have a natural gift of constructing crisp and clinging sentences, which is rarely the case with the man of business. This series of papers, therefore, will not deal with either receipts or processes beyond a few of the simpler rules, but will present the work itself along lines which are seasonable for the Hardware dealer.

Remember, at the outset, that brevity is not only the soul of wit, but also the soul of the advertisement.

Every time you are tempted to use a stale, hackneyed phrase in writing out your ad., choke it off before it gets a good hold on you, and bury it deep, deep down somewhere in the back yard where it can never come up again. Don't fill valuable space with statements that "a child can run it," "the acme of excellence," "can't afford to do without it," "a necessity in every household," "the best made," etc., etc. Can't you think of a new way to convey the same idea without resorting to saws which are so old they had lost their teeth before we were born? *Write as naturally as you would talk to a customer.*

Do you want to build a lawn mower ad? Here is some material:

For the High Grade Lawn Mower.

Built for the Particular Customer:

CLIPEM

BALL BEARING LAWN MOWERS

Of course they run easy, having adjustable grass—and dirt-proof bearings as well as the finest steel in knives and wearing parts.

But there are other grand features about them.

They cut close to obstructions within 1½ inches. (Other Mowers leave 3 inches and more).

They cut tall grass smoothly the first time over. Other Mowers push it *away* from the knives. The CLIPEM takes it *in* to the knives.

They leave a ridgeless swath in their wake as smooth and beautiful as the velvet carpet in your own parlor.

And best of all,

THEY LAST!

We have cheaper Mowers, which also give satisfaction.

*Mr. Bradford, an advertising expert of high standing and long experience, will make free and valuable criticism on our readers' local advertising. Send samples and necessary information to Hardware Publishing Co., marked "Advertising for Criticism." Reply will be sent immediately.

The good advertisement must be interesting. To do this it must tell its story in interesting language. Old, worn-out sentences will not do.

FOR THE MEDIUM GRADE LAWN MOWER.

Our Prescription for Good Lawns:

BLANK LAWN MOWERS

Not the highest-priced Mowers; but they are ball-bearing, self-sharpening, and are made of very fine material.

They give the owner a sense of luxury in their use.

They are practically noiseless! Cut your grass in the early morning—you will not awaken your neighbors with a BLANK Mower.

They cut smooth, run remarkably easy, and last indefinitely.

Are you running a cheap Mower? If so we guarantee you are not proud of it, or of your lawn either.

Buy a BLANK and

YOU *WILL* BE PROUD

The argument in advertising cheap goods must be the price; while quality, not price, should be the argument in advertising high-grade goods. If, in the latter instance, price must be mentioned, let it be given last.

FOR THE CHEAP MOWER.

GREEN LAWN MOWER

14-inch Park Mower

$2.50

Cheap, isn't it?

They usually sell for a much higher price, but being a little late in the season we must close them out.

At this price we won't have them long.+

+Here it would have been more natural to write, "At this price they won't last long." This, however, would have reflected upon the wearing qualities of the mower. It will not do to make conspicuous claims either for or against the cheap article. It must stand on its price alone, for it has no record, and the dealer knows perfectly well that after one season's use a $2.50 mower will be little better than junk.

In many ads which are intended to be breezy and crisp, the use of "won't," "don't," "can't," etc., are better than "will not," "do not" or "can not." The accompanying language must be simple and direct. In fact, *all* advertising must be in simple, direct language, and talk *to* the prospective customer and not *at* him. Avoid big words as you do the toothache.

[TO BE CONTINUED.]

NEW ENGLAND'S PROSPERITY

During the past two years there has been a large amount of building in and about Springfield, which has helped to make prosperous business for the Hardware dealers. In the store of J. Douglas Law at 260 Main Street, there was an activity which spoke well for the amount of business done by this store. Mr. Law said that the Spring trade had been very good and that the building operations were as active as at any time during his business experience.

The old Hardware store located at 324 Main Street, conducted by George A. Graves & Son, is one of the landmarks in Springfield. Here for nearly forty years builders' Hardware, fine tools and mechanics' supplies have been sold, and this concern is known to every artisan in Western Massachusetts.

Fine windows help the sale of fine goods. This is just as true of the Hardware as of the jewelry store, and the trade of Homer Foot & Co. at 139 State Street, Springfield, has proven this to be a fact. Mr. Foot has always taken a special pride in the high quality of the merchandise handled, always having maintained that it's better to lose a sale than to sell a poor or inferior article. Mr. Foot spoke interesting about the changes taken place in the Hardware store during the past twenty-five years. Said Mr. Foot: "Do you know we formally thought of a Hardware store as a store where only Hardware was sold. But the wide-awake dealer to-day carries as varied and assorted a line as did the old general store of our fathers' days. We are putting in new lines every year—two years ago we added fishing tackle and have found it just as profitable as any line in the store and very satisfactory. Mr. Foot spoke of the detail in the tackle business saying that because of this detail it would always be profitable, and no matter what amount of competition the business of selling fishing tackle would always be good for those who understood the line.

Another of Springfield's stores with fine windows is that of O. C. Alderman, at 272 Main Street. A very complete stock of builders' Hardware is carried.

NEW ENGLAND FACTORIES BUSY.

All manufacturers here in the East are working to their full capacity, and the usual Summer dullness has not as yet made itself manifest. More new building has been going on during the past ten months than for many years. One of the large cabinet lock and Hardware manufacturers has more than doubled its force of men in three years.

HARDWARE DEALERS ENLARGING.

Keeping abreast of the times and in fact setting a pace that their competitors find hard to follow, the Jordan Hardware Co., of Willimantic, Conn., now occupy one of the finest and largest Hardware stores in the State. The arrangement of the store is most ideal for their large retail and jobbing business. In the rear of the first floor are the offices, the remainder of floor as well as the rest being devoted to the retail stock. Special attention has been given to displaying goods, the store furniture and fixtures being of the very best and up-to-date in every detail. The other five floors are devoted to wholesale stock, and shipping is done from the rest. Mr. Jordan said that trade was good, business being larger than in any former year.

Mr. Treat, of that enterprising firm of Clapp & Treat, of Hartford, said that early Spring trade in some departments had been somewhat backward this year. Continuing, Mr. Treat said: "But taken all together we have no complaint to make about trade this year. The fact is that business is larger than ever before and the demand for tools and mill supplies is larger than ever."

The backward Spring has affected country trade somewhat, but the larger demand for other kinds of goods has kept the local jobbers busy. Hardware dealers who handle paints say that the business in this line has been unusually good.

Manchester, N. H., is the gateway to the trade of the White Mountains and New Hampshire and Vermont; this is true in Hardware and kindred lines which is supplied by the John B. Varick Co. Situated here in Manchester, this concern has built up a large business, doing an extensive wholesale trade, now having seven or eight men on the road. In speaking of the general business outlook Mr. Varick said: "Our trade this year has been very good, although of course somewhat backward in Spring goods. The people throughout New England generally are in a prosperous condition and the outlook for the next eight months is good." The John B. Varick Co. are constantly adding new departments to their fast-growing business, and have recently put in a line of talking machines for the jobbing trade exclusively.



RECENT IMPORTANT EVENTS IN THE HARDWARE FIELD

THE GENERAL OUTLOOK

BY OSCAR K. LYLE

THE financial situation can be said to have recently improved from the disbursements on July 1st, of large sume earned, and temporarily held by the many railways and industrial enterprises in payment of interest and dividends. The aggregate was so large its release means a return of much money to active channels—the injection of new blood in business. While new York City is the greatest beneficiary, the whole country has been a partaker in the distribution. Recent years have witnessed a wonderful growth of wealth in the United States, a growth without precedent. More people are interested in the ownership of the great properties that have arisen. So well distributed s the wealth, each State has an independence never previously presented. Local capital, in all parts, is practically sufficient. The banks never had so much money belonging to the people. The time has passed when a great demand upon funds in commercial centres was necessary in the movement of crops. Money is cheap when plentiful, and that it is now plentiful and cheap is evidenced in the ease and the rates at which it is obtainable.

The crop situation is being closely watched by all interests. It affects them all. On a successful issue depends the prosperity of the year before us. The progress has been in some alarm but it is not yet conclusive results are to be below an average, which average, however, is not to be found in the high figures measuring the production in 1906. The general prosperity of a few years past will be remarkable if continued. It is not generally expected. It is recognized we are, or have been, ebbing slowly from the high tide of last year; a tide that manifested itself in values affording small returns on investments. With the release of so much money, as noted above, there should be a "picking up" in business gratifying to all.

GRAIN.

The markets are firm with the underlying strength the crop conditions at home and abroad. This has, so far, been termed a "freak year." Crop progress has been slow, under a variety of opposition rendering a doubtful outcome. Winter wheat has entered harvest some days later than usual. In great part of the area climatic conditions have lately been ideal. In some sections, and the sections of most impairment, the rains have damaged much grain of the little spared for the reaper. Excepting in the Southwest, the production promises near the average of past five years. Crops like in 1906 never came before and it may be long before they come again. Spring wheat is doing fairly well. It is in order to have a "scare" upon it and to that end the experts are in the field. Conditions in Europe are in our favor. Should we prove so fortunate as to have a good supply available for export, we can expect to sell it at good prices. With needs enlarged in the importing countries, and other surplus countries below average promise, the future suggests good values. The corn crop may not equal either of the two large crops of 1905 and 1906. At same time, beyond being two weeks behind in progress, there is a good outlook. In ideal weather and ample moisture in the soil, the growth is rapid. It may be that a month hence it will not be later than usual in progress to security. Oat crop is much damaged in States that supply practically none to the markets. In 1906 the production in Illinois, Iowa and Wisconsin was thirty-five per cent of the crop. Supplemented by the Northwest, one-half of the crop is presented, and, from that one-half comes the oats that enters the markets and makes the price. What damage there may be has good assertion.

COTTON.

The advance made weeks ago on crop apprehenson has been well maintained on the crop's unsatisfactory progress. It was hoped the better weather in June than in May would assert itself in material improvement. Opinion, while friendly to prices as made, was lacking in courage until the official report on July 2d, giving the condition of the growing crop on June 25 at 72, confirmed about all that had been paraded in its disparagement. It supported a very general belief that the production this season will prove inadequate for such demands as in several years past. Under the stimulus of the report came a quick advance carrying values up two dollars, and even three dollars, per bale. The price was carried to highest of the season. On speculative trades there may be some reaction, but some of the gain will remain until a radical change for the better is shown in crop progress. A production of eleven million bales is thought improbable. Requirements are supposedly for a million more. It may be the smaller crop than in 1906 will prove equally valuable to the planters. It may bring as much money from Europe. The exports of the year will approximate $450,000,000. Cotton is a necessity and quite under American control, for in America is its greatest production. Our prosperity lies more in cotton than in anything else. As much affecting the country's finances, the progress of the crop is claiming unusual attention.

HARDWARE

A SEMI-MONTHLY MAGAZINE DEVOTED TO THE AMERICAN HARDWARE TRADE

Published on the 10th and 25th of each month by

HARDWARE PUBLISHING COMPANY

No. 415 Produce Exchange, New York

FREDERICK F. LOCKWOOD - - - PRESIDENT
HENRY W. WILSON - - - - SECY. AND TREAS.
GEORGE F. BRADFORD - - - - - EDITOR
415 Produce Exchange, New York

SUBSCRIPTION $1.00 PER YEAR TO FOREIGN COUNTRIES $2.50
TO CANADA, $1.50
TEN CENTS A COPY
ADVERTISING RATES ON APPLICATION
Address all communications to HARDWARE PUBLISHING COMPANY

Communications upon subjects of interest to the trade are always acceptable, and will be paid for at current rates. The Hardware Publishing Company has no prejudices, and encourages unknown authors to find an audience through the columns of HARDWARE. The only stipulations are that articles must be timely and interesting, and that when possible they shall be accompanied by appropriate illustrations consisting of photographs, drawings, or rough sketches from which finished drawings can be made.

VOL. XXXV JULY 10, 1907 No. 7

FADS, THEIR DECLINE AND RECURRENCE

The recipients of sentimental hero-worship which the people lavish upon those brave men who are brought into the limelight in time of warfare are to be pitied when the reaction takes place—as it is bound to do. Poor Dewey! He sold a house and was lost. Poor Hobson! He was kissed into oblivion. The same reaction is visited upon the fad as upon the hero. Poor roller skate! Poor bicycle!

Yet after a few years have passed, who remember the petty weaknesses of the hero which downed him temporarily? Dewey and Hobson will live in history, and be accredited full honors for the great men they are. The roller skate has substantially revived, and the rink is now a prominent feature at our principal places of amusement. The bicycle is taking on new life, and is helped greatly by the motorcycle. Hardware dealers who dropped out of the trade disgusted when the decline came had better weigh these facts well and get back in again.

Over 750 000 bicycles were sold in 1906 as against 200,000 in 1904.

THE "FRESH" CLERK

Insolence and the great "I am" is to be found only among the young or inexperienced salesmen. The junior member of the firm, whose only claim to distinction is the fact that he is the son of the old man; the youngster just graduated from school whose head is swelled by memories of his former prowess on the foot-ball field; the spoiled scion of indulgent parents whose only fear is that he will soil his hands with work which is beneath his notice; the victim of a sudden promotion or raise in salary—these are the only men who feel they have reached the stage when they can afford not to be polite, and who thereby greet the customer with a frozen face and a "Well, sir, what do you want?"

Oh, the effrontery of the clerk whose every action denotes his greatness and the fact that he is doing us a favor to wait upon us. Let us take him out behind the store and souse him in the rain barrel—make him clean the cellar—run errands—anything to break that spirit of egotism which succeeds in accomplishing nothing more important than to influence trade the wrong way by disgusting customers. Proprietors can well afford to keep a keen watch for a display of this spirit among their clerks, and to deal with it summarily when they find it.

No one can be quite so insolent as the man-of-all-work who sweeps the store, washes the windows, and feels that he is indispensible to the firm. But who wants *him* to wait upon customers

Teach your clerks to believe that only by politeness and the desire to please customers can they hold their place or get their next year's raise in salary.

THE VALUE OF ASSOCIATION MEMBERSHIP

A tornado is simply the union of opposing forces, ineffectual when separated, but mighty when joined together in the effort to clear all obstacles from their path. Electricity from a single pole is inert and useless, but when opposite meets opposite the motor whirls, the light glares through the darkness, the gold flies to cover the brass, and the bolt from the cloud makes man and beast to cringe in helplessness.

Let us learn from nature and establish houses which shall not be divided against themselves to fall thereby. Let us unite with a common purpose. Let us, like good pupils, wash our slates clean of all animosity or jealousy which may have sprung from the simple fact that the other felow happened to embark in the same line of business that we did. Every succeeding National Retail Hardware Association Convention makes it more and more evident to those who follow the movement, that cooperation is the thing.

Do not wait until the helping hand reaches you, but take the initiative and reach half way.

Join your State Association, and agitate the movement among your fellow competitors.

COMBINATIONS IN RESTRAINT AND VICE-VERSA

The real terrors which exist in a national combination of all manufacturers are the same as those which render the individual dangerous to human life and liberty when, through an accident of birth, or the gift of abnormal talent, he gains excessive power and uses it to the detriment of his fellow man. It would seem that if honesty was to be found anywhere it would be amongst those

branches of the iron and steel industry whose symbols of the winged wheel, the square cap and the leather apron are so often used to denote incorruptibility and steadfastness. Yet we now have before us the un-beautiful picture of the all-powerful United States Steel Corporation knowingly laying a trap of rotten and flawy rails upon our read-beds to break and thereby ditch the trains which carry us and our families.

While it is true that the steel rails at present furnished to the railroads are much heavier and stronger than those of a decade ago, the loads they are called upon to bear have increased in like proportion, and there is, therefore, no increase of safety, but rather a decrease, taking the present-day high speeds into consideration. On a recent trip of a fast passenger flyer from New York to Chicago, over a dozen rails broke under the strain.

The indifferent attitude of the Steel Corporation to this matter is disgusting and shameful. They are furnishing bad rails, ditching trains and sacrificing human life, and they know it. The power of the monarch and the power of the greedy corporation is of the same character.

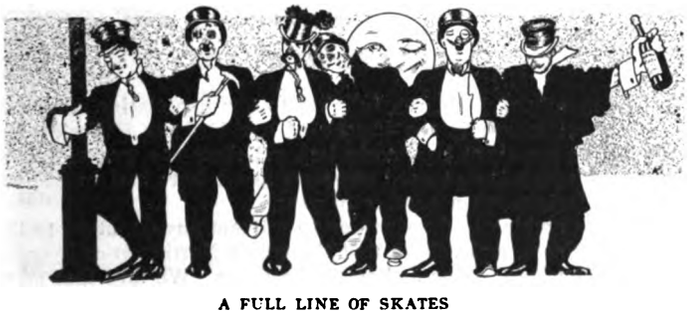
GO AFTER THE "STICKER"

In the course of a conversation with a traveling man the other day, he said: "Whenever I go into a town and find a man there who has been a customer of one of our competitors for years, I at once lay plans to land him as a customer of my house, because I know he is a good customer for my house. He will, in nearly every instance, tell me that there is no use talking to him, as he has been buying all his goods of that particular house and has no reason for changing. I generally tell him that he is exactly the kind of a customer I want, for, if I can show him it is to his advantage to give me his business, instead of to the customary house, he will then be as loyal to my house as he now is to a competitor.

"I may not get my man for a year or so, but I eventually get him, and when I do, I know he will be with us for years, and we will get all his business, either by mail or when I go to his town, for he is a sticker."

Too many good business men are overlooking this point to-day. This traveler strikes right at the center of big business building when he goes after the customer who is an old customer of a good competitor, for his trade is well worth much effort to land; while the dealer who is easily persuaded to give you an order on short acquaintance is just as easily persuaded to give the next man an order, and as a result you never feel that you can depend upon his regular business.

This idea should be just as valuable to the retailer as to the manufacturer or jobber, for the retailer will also find that the "sticker" is a good customer.



A FULL LINE OF SKATES

POOR JONES

Jones ran a Hardware store, an' kept
'Bout all a man might want, except
One thing—
An' that was help,
By jing.

He worked 'bout all the time, did Jones;
Jes' worked himself to skin an' bones.
I bet
He never slep'
Or et.

He figured that there wasn't work
Enough on hand to hire a clerk,
Cause he
Could do it e-
Sily.

So long as he could run around,
An' jump the counter at a bound,
An' then
Go leapin' back
Again,

An' tie things up while on the run,
An' wait upon another one
Before
He got outside
The door.

It didn't make no difference though
He did forget to charge the dough.
He must
Get through the work
Or bust.

His business somehow didn't grow
The way it ought to done, an' so
He'd buy
More stock, an' try
An' try.

Until one day a feller came
An' closed him out; it seemed a shame
The way
Jones took the news
That day.

—Jes' tumbled down all in a heap
An' never riz. He quit fer keep.
Too bad!
He'd done *some* good,
Jones had,

By showin' folks how *not* to do.
The new man got a clerk or two
An'—well,
That's all, I guess,
To tell.

Except he's rich an' prosperous
An' does his work without no fuss.
He owns
He learnt a heap
From Jones.

—BENT TWIGLEY.

IT IS TO LAUGH

WHAT JOHNNY HAD.

As a reward for good behavior Johnny was allowed to come to the dinner table with the company. He ate ravenously and uttered not a word until, during a lull in the conversation after dessert, he said:

"Say, Pop, you can't guess what I got under the table!"

"No, my son. What is it?"

"Stummick-ache!" shrieked Johnny gleeful'y.—*Exchange.*

UPSETTING TRADITION.

The boy had a bent pin.

The man had an expensive outfit, comprising rods, reels, lines, spoons, nets and flies.

Nevertheless, the man caught all the fish.—*Louisville Courier-Journal.*

AN OBVIOUS NATURE FAKE.

Orator (excitedly)—The American eagle, whether it is roaming the deserts of India or climbing the forests of Canada, will not draw in its horns or retire into its shell!—*Independent.*

EDITORIAL TRADE REVIEW

Reports from widely varied sources prove that previous to the advent of the present real summer weather, business has not suffered to any noticeable extent. The backward season has had little effect upon general stocks, trade comparing favorably with 1906. In some parts of the country where crop conditions did not dominate so largely, the volume of business has been equal and in some cases superior to that of last year, notwithstanding the fact that we had much more favorable weather at that time. There has been prevalent an encouraging optimistic belief that the excellent record of past years will not fail us now, and the farmer's knowledge that decreased crops means higher prices for the successful yield may have largely influenced conditions during the first half of the present year.

Seasonable goods have taken on a satisfactory movement since the warm spell, and inasmuch as crop conditions have now greatly improved, the outlook for fall business is remarkably good. Freight deliveries are more satisfactory, owing for one thing, to better service on the railroads, and for another thing to the fact that in most lines of trade, there is a conservative reluctance in ordering large shipments, which always delay traffic by the time required in loading and unloading cars. Slow shipments and an unsatisfactory supply of goods from the factories are still complained of, however, but this is tempered somewhat by the fact that jobbers' orders are not so large as formerly. Collections are still slow and unsatisfactory, but an improvement is scheduled to arrive with the Fall business.

THE PHILADELPHIA TRADE

The seasonable weather of the past two weeks has been a blessing to retail dealers in all classes of trade and has done a great deal towards stimulating business, for at last it looks as though fair crops are assured, which is the keynote of the situation as far as Fall trade is concerned. Even the South reports that it is not too late for a good cotton crop should the present weather continue.

As for ourselves, we confess we have felt it was the time to work upon a conservative basis, but upon taking up the question of prices with manufacturers find practically no weak spots, which leads us to believe that present figures will be pretty well maintained during the remainder of the year, whilst here and there some advances will be recorded where manufacturers find it necessary in order to cover cost of production.

It is, however, likely that the orders placed with manufacturers for Fall delivery will not be nearly so large as customary on account of the heavy speculative buying last Fall and in the early part of this year—so that before long we may look for more prompt deliveries.

BIDDLE HARDWARE CO.
D. H. REDDIE.

THE CLEVELAND TRADE

June trade's remained surprisingly good during the entire month. The reflex influence of such prosperity should modify the pessimism of the stock market. The legitimate use of wealth will be protected by restraining its abuse. This content is being modified by confidence that wrongs can and will be corrected. Transportation lines, mills and labor are alike prosperous. Jobbers and retailers are busy because consumers keep them so. The pessimistic tales of politicians are denied by full dinner pails and savings bank accounts. The outlook could hardly be more favorable among the great mass of citizens. The people never so well knew what they want, and have already formulated their platform for their next National political campaign, and the candidate that wins will stand upon it. That will be over before the new year begins and we can then attend to other business. The element of uncertainty being eliminated will prevent the election from seriously disturbing business, so that good business is assured for the last half of the year. Jobbers are making contracts for the first half of next year at somewhat higher prices, as raw material is much higher than it was a year ago, but manufacturers are making only conservative advances.

THE LOCKWOOD-TAYLOR HARDWARE CO.,
C. B. LOCKWOOD, *President.*

THE PITTSBURGH TRADE

Seasonable weather recently has caused a brisk demand for screen doors and windows, screen cloth, refrigerators and similar items. The long delay in arrival of hot weather cut the retailer's season in half, and will, of course, affect the amount of this class of goods sold.

General business is good, sales running about ten per cent. ahead of last year, but as this would only represent the increase in value of goods, it is probable the tonnage handled is about the same.

Vacation season is upon us, and while very acceptable to the individual is quite an inconvenience to the management of a business, especially when trade is as active as this year.

We find difficulty in getting enough fence wire to supply our trade. Some mills are two to three months behind their orders, and the demand is still as strong as it was two months ago.

LOGAN-GREGG HARDWARE CO.,
GEO. B. LOGAN, *Pres. and Treas.*

THE ALBANY TRADE

We have just completed a month which for busy times and volume of business has exceeded all past records, and there appears to be as yet very little sign of falling off in the trade. But it is sure to come, for hot weather is imminent and the vacation season at hand and the seashore and mountain resorts waiting for their turn at the "dear public."

We think that it is very generally reported that trade this past season has been fully up to the expectations of everyone, and while the weather conditions for May and June were not strictly according to the almanac, yet think all the reports of the prospective crops appear to grow better than was announced a few weeks ago. Should our expectations be realized in this particular, we will undoubtedly enter into a very lively condition of trade this Fall and round up the year with a record-breaker.

The manufacturers of staple goods appear to continue behind in filling orders, and the scarcity of many leading goods makes it difficult to execute orders with that promptness which most dealers are ambitious to make a feature of their business. The steady and firm prices appear to be fixed for a considerable period, and there is very little intimation of lower prices. In fact, the higher values seem to be growing into lines and classes of goods that we have not suspected in the past would be affected the same as other lines carried by the Hardware trade, but this rise in values does not appear to be confined to any one class and is fast going over all the different classes of goods we are now carrying.

We think that a general good feeling prevails throughout the trade. There is not very much complaint relative to collections, and without any unexpected disturbance we may run along through the Fall season very satisfactorily.

ALBANY HARDWARE & IRON CO.,
CHAS. H. TURNER, *President.*

THE DULUTH TRADE

The month of June was fully up to our expectation and was the largest month in the history of our business. While crop conditions are about two weeks late, yet there is a great deal of territory which has as good prospects as we have had in Minnesota or Dakota for a number of years.

We see nothing in the situation to warrant any doubt as to the Fall's business, and believe that the entire Northwest will enjoy the best business it has had for many years. We find that manufacturers are filling their orders so much more promptly, and

this, together with the retailers, anticipating their wants, makes it much easier to keep stocks complete than it was earlier in the year.

KELLEY-HOW-THOMSON CO.,
B. W. How.

THE DAVENPORT TRADE

Notwithstanding the late season, killing frosts, high water, damaged fruit crops, cloud bursts and floods, green bugs and all the other causes for complaint, including advances in goods, excessive transportation charges, etc., the business goes on just the same. Sales are much larger than a year ago and also represent a great variety of general Hardware. The growlers continue to growl, calamity howlers continue to howl, yet everybody seems to be prosperous and pay their bills promptly. It is up to you to explain these conditions to the readers of HARDWARE. We cannot do so, but the foregoing facts still remain.

SICKELS, PRESTON & NUTTING CO.
JAS. R. NUTTING, *Treas.*

OUR CANADIAN LETTER

BY OUR SPECIAL CORRESPONDENT

BUSINESS CONDITIONS.

Retail business throughout Canada continues decidedly active, manufacturers being unable to keep pace with the demand in spite of the numerous enlargements which have been made in manufacturing plants and the establishment of many new factories during the past two or three years. Jobbers find difficulty in getting prompt deliveries from both American and Canadian manufacturers. Saws and other commonly used tools have been short, but the chief complaints have been heard regarding wire goods, green wire cloth, refrigerators and lawn mowers. The lateness of the Spring delayed the demand for these lines, but the warm spell in June encouraged buying and it came on with a rush, Spring and Summer lines moving out almost simultaneously. Building keeps active in all parts of the country and trade is good in all kinds of builders' tools, Hardware and supplies.

INDUSTRIAL DEVELOPMENT.

The Canada Screw Co., Hamilton, Ont., are erecting a $75,000 addition to their plant.

The new plant of the Rapid Tool Co., Peterboro., is completed and in operation. The building is of brick, two stories, and includes a forge room 70 by 40 feet, fitting up room 80 by 30 feet, polishing room 80 by 30 feet, besides offices, etc.

In its efforts to keep pace with the marvelous growth of the West, Winnipeg is now fairly throbbing with life and energy. Manufacturers are coming in, wholesale firms are adding story after story to their warehouses, business blocks of large dimensions are in course of erection, and the residential part of the city is extending at a rate unprecedented in the history of any other city in America. During last year the total cost of new buildings amounted to $12,760,450. These figures, added to those of 1902-3-4-5, give a total of $42,500,000 spent in new buildings in the last five years.

The Farley-Phillips Co. has been organized at Montreal to manufacture cut glass, etc. The capitalization is $45,000. They are working through the Hardware trade.

The Taylor-Forbes Co., Guelph, Ont., the largest Hardware manufacturers in Canada, are putting a new tool display bracket on the market. It was designed by H. F. Moulden, their sales agent, and has been patented in Canada and foreign countries. It can be used at any angle, according to the shape of the articles to be shown, and by simply moving two bolts can be altered in a few seconds into any other position desired, and if at any time it is not required for use it can be closed up and occupies very little space upon the wall, instead of being an unsightly projection like the old solid styles.

Chatham, Ont., has granted a loan of $20,000 to the Wolverine Brass Mfg. Co., Grand Rapids, Mich., to establish a branch factory there. The loan is repayable in twenty annual $1,000 installments.

Somerville Limited will erect a brass factory in Toronto costing $40,000.

The International Harvester Co. have decided to make a large extension to their Hamilton works. An entirely new plant will be constructed.

Shaw & Mason, brass founders, have prepared plans for a frame factory to be erected at Sydney, N. S. The floor space will occupy fifteen thousand square feet.

The Canada Wooden Ware plant, Hampton, N. B., was recently destroyed by fire. The loss is $30,000 with $18,000 insurance.

The Sutherland Rifle Sight Co.'s new factory, New Glasgow, N. S., is nearing completion.

The Standard Chain Co., who have been negotiating for a location at Welland, Ont., are likely to accept an offer to establish their plant at Sarnia.

RETAIL HARDWARE ASSOCIATION NEWS.

The midsummer convention of the Retail Hardware Association of Western Canada will be held at Winnipeg on July 17, the executive meeting on the 15th. Owing to the tremendous business activity in Western Canada many of the members claim to have been too busy to attend to association matters and the organization has, therefore, been none too active. A large attendance can hardly be looked for at this convention.

The Ontario Retail Hardware Association has been meeting with considerable success with its "Collection Department." As yet it consists merely of the supplying of form collection letters to the members, but these have brought in good returns and the service may be extended later on.

H. J. Morden & Co., Colborne, Ont., have adopted the strictly cash system. They report very satisfactory results.

NEWS OF THE TRADE.

C. J. Walker has been appointed purchasing agent for Lewis Bros., Montreal, in succession to J. M. Lynch.

St. Arnaud Freres, well known to the Hardware trade of Montreal, have removed to nicely equipped premises at 195 Commissioners Street, where they are trading under the name General Agencies Co., and are selling a new lamp called the Ideal Light.

W. H. Hopkins and Massey & Morrison, both Hardware firms at Saskatoon, Sask., are enlarging their stores. Oliver and Kempthorne, of the same town, burned out last Winter, have reopened and are erecting a fine brick block.

A. Ramsay & Son, Montreal, have erected a large six-story warehouse and office building for their expanding paint business.

The Capewell Horse Nail Co., of Toronto, have established a branch office and warehouse at Vancouver, B. C.

Adamson & Doblyn, Peterboro, Ont., are to locate in a fine new store building which has been erected for them.

Fire did about $10,000 damage to the manufacturing plant of the Belleville Hardware Co., Belleville, Ont., last month.

BUSINESS CHANGES.

Boris Caren, Montreal, has opened a Hardware business, and J. W. Quipp, Montreal, has been registered to carry on a Hardware and plumbing business.

Lyons & Magee, Hardware and implement merchants, Pembroke, Ont., have dissolved partnership and disposed of the Hardware part of the business.

Heyden, Max & Co., Lanigan, Sask., have established a Hardware business.

Sutherland & Campbell, tinsmiths, High River, Alta., have sold to Trenholm Bros.

Wm. Clelland, Hemingford, Ont., has sold to Clelland & Roberts.

Watson & Cross, Winnipeg, have bought the business of J. W. Cram, of Langham, Sask., for $10,000, and the new firm will be known as the Great West Hardware Co.

Thos. Lenz, Engelfield, Sask., has sold his Hardware business to Nordick Bros.

W. W. Cooper, Raymond, Alta., has disposed of his Hardware business.

The premises of the Airdrie Hardware Co., Airdrie, Man., were recently damaged by fire.

The John Sommerville Hardware Co. of Edmonton, Alberta, have moved into more commodious quarters. They have purchased a new building and adjoining it have erected a brick addition at the cost of about $28,000.

The Northern Hardware Co. has established a Hardware business at Edmonton.

The McMurtry Hardware Co., of Galt and St. Thomas, have opened a store at London, Ont.

Mackie Bros., Limited, have bought out Purvis Bros.' wholesale and retail Hardware business at North Bay. B. S. Leak, until recently traveling salesman for Lewis Bros., Montreal, in Northern Ontario, will be managing director of the company.

THE BOSTON CONVENTIONS

JOINT CONVENTION OF THE NATIONAL RETAIL HARDWARE ASSOCIATION AND THE NEW ENGLAND HARDWARE DEALERS' ASSOCIATION. HELD AT THE NEW AMERICAN HOUSE, BOSTON, MASS., JUNE 18 TO 22, 1907.

The convention opened Tuesday morning. Everything was favorable to an enjoyable session, with the possible exception of the temperature. This took a sudden rise to 90 degrees, which, coupled with the usual Boston humidity, made walking on the streets rather disagreeable.

OPENING SESSION.

TUESDAY MORNING, JUNE 18.

Over two hundred delegates, guests and ladies, assembled in the large banquet hall of the New American Hotel at 10 o'clock. President John B. Hunter, Boston, New England Hardware Dealers' Association, opened the programme by introducing Rev. Charles A. Bidwell, of Waverley, Mass., who invoked the Divine blessing.



STATE HOUSE AND HOOKER MONUMENT.

Mr. Hunter introduced Edward M. Bush, of Evansville, Ind., President of the National Retail Hardware Association, who he said would conduct the meeting.

President Bush asked all present to arise and join in singing "America."

After the song, President Bush introduced W. P. Bogardus of Mount Vernon, Ohio, who, with brief and witty remarks, presented Mr. Bush with a gavel, which he accepted as the symbol of authority.

President Bush stated that the Mayor had been delayed but that J. B. Hunter would address a few words of welcome. Mr. Hunter said:

ADDRESS OF WELCOME BY PRESIDENT HUNTER

It was with great pleasure that we in New England learned that the National Retail Hardware Association was to meet in Boston. We have made great preparations. We have laid out excursions, and the Governor has promised us the liberties of the State and the Mayor has guaranteed that we should have all the liberties of the city, and with those guarantees it seems to us that there will be no danger whatever of your not finding your ways back to the hotel at all times, because there is a guard stationed at all the principal squares to see that you are well taken care of, so it will not be necessary for you to think of where you are or where you are going—simply ask somebody on the corner and he will be our representative to guide you.

The New England Hardware Association feels very much flattered in having you here as their guest, and we shall take pleasure in doing all that we can for the city, and for the ladies especially. There has been a committee arranged among the ladies for your care and welfare, and we trust that you will not be backward at all in asking them for anything that you may desire. We are glad to have you here and I welcome you as a representative of the Hardware dealers of Boston.

RESPONSE BY W. P. BOGARDUS

Mr. President, I am sure that every member of the National Association joins with me in responding to your cordial welcome. We have come here at your invitation. We expected to and we are sure of our welcome, and we hope and we expect that you will give us the entertainment that we can enjoy—not too strong an entertainment and not too weak. There is a strain in all of us that makes us desire to come back to the homes of our ancestors. There is a desire on the part of some of us when we get rich to go East and live. We are glad that a bit of blood courses through our veins that comes down to us as the heritage from those who left their homes from far across the sea and came to this land where they could worship God without fear and according to the dictates of their own consciences; I say we are proud that we have the blood of such men in our veins. Ancestors are a good thing to live up to but a poor thing to lean on. I remember some years ago going down to Boston and I wanted toconfirm certain rumors that I had heard and I went down to Plymouth to verify them. Do you know that all of our ancestors came over on the Mayflower? They must have come that way for as far as I could learn, there were no other boats running at that time, and the walking was poor. When I got down to Plymouth and stood upon the rock where all of our ancestors had stood, it was a happy moment, and with a heart full of hope I went up to the monument in whose eternal granite the names of those who suffered privations and toils are recorded, and to my utter astonishment I found that the man who carved those names could not spell; he had commenced on my ancestor's name all right but before he had finished he had switched off on to another fellow's. Now, Mr. President, we are not here looking for any disappointments. We have come here for another purpose. We are not hunting ancestors now. We are looking for the men of to-day—to meet them face to face. It is the live issues of the present that we wish to discuss, and now we trust that this meeting will be as full as we anticipate and full of good things and of pleasant memories, that we can take back home with us.

Mr. President I thank you for your courteous words of welcome.

At this juncture Mayor John F. Fitzgerald, of Boston, entered the Convention Hall amid applause.



COPLEY SQUARE.

President Bush introduced Mayor Fitzgerald, who made an address of welcome.

President Bush then introduced Speaker Cole, of the Massachusetts House of Representatives, who delivered a short address of welcome to the Commonwealth of Massachusetts on behalf of Governor Guild.

Former President H. G. Cormick responded gracefully to the greetings offered by the Mayor and the Speaker.

We are met together in this historic city of Boston, the associations of which are dear to every heart in this nation, and let us try as we gaze upon these tokens of her greatness to live again in imagination the spirit of the times that gave them birth that we may be inspired to be better citizens, better parents and better lovers.

Well, what has been said here is true, that it is not necessary to remind this assembled company that west of these New England States there lies a

VAST EMPIRE FILLED UP BY HER DESCENDANTS

and who have imbibed the patriotism, industry and morality of their forefathers.

In these days of rush, of modern business, let us not forget that as man came from the hands of the common parent he is



SOUTH STATION.

bound to cherish and protect his fellowman; that our money-getting is for the sole purpose of providing for our loved ones the needs of the hour and that avarice and greed are the bane of human society. Moderation, charity and

INDUSTRY SHOULD CHARACTERIZE THE LIFE OF EVERY TRUE MAN.

In this connection is it worth while that we jostle a brother bearing a load? Is it worth while that we jeer at each other? God pity us all in our pitiful strife. In these days of corruption in high places when the public office is not always regarded as a public trust, it behooves every citizen to see to it that only those who are worthy receive the honor of his ballot regardless of party affiliations; in this age of graft politics and get-rich-quick schemes, we do not believe in the maxim that every man has got his price. True, there are many who have been tempted beyond their powers of resistance and have yielded to the price, but there are many, true, noble men who would not yield to any price or even for worlds of greed, gold or power. To us from a distance this meeting presents an opportunity to partake of the hospitality of one of the greatest social and intellectual communities on the earth. The programme prepared here voices the kindliness and forethought of our host, and gives an opportunity that we very seldom experience. We feel sure that our personal wants will be taken care of; that the pleasure and comfort of the dear ones that we have with us at this meeting will receive their best efforts, so that when we return to our homes the name and fame of the city of Boston as a convention city will be spread abroad over our land.

Again thanking those gentlemen for the cordial words they have said to us, and for the hospitality with which they have received us, for the many acts of hospitality each of us has experienced as individuals, I will leave you with this sentiment:

NOBILITY

True worth is in being—not seeming;
In doing each day that goes by
Some little good—not in dreaming
Of great things to do by and by.
For whatever man says in blindness
And spite of the fancies of youth,
There is nothing so kindly as kindness
And nothing so royal as truth.

President Bush addressed the meeting briefly and said he wished to express the appreciation of the National officers for the large attendance of delegates from all the States. He said every State was represented with the exception of the Inland Empire and perhaps the Oklahoma delegation. Regarding the attendance of the ladies at the meeting, he said: This is the first occasion at which we have had the pleasure and the honor of ladies being in attendance at our National Convention. This has added so much, so greatly to the interests of this meeting that we hope to have them present at some other meetings of this Convention.

I know that we will all be glad to listen to the address of one whom you all know, that is Ex-President W. P. Bogardus on the subject of "Our National Association."

The address of Mr. Bogardus was as follows:

OUR NATIONAL ASSOCIATION

Mr. President and Gentlemen:

I am glad to be permitted to attend this Convention. In the thirteen years of association work it has been my privilege to attend a good many meetings. What we gather, for our benefit in attendance at these meetings, depends on what we want to have. If it is a good time we can get it. If it is sightseeing there is always enough to see in a large city to satisfy most any appetite. If we come to get pointers and to equip ourselves for better service as merchants and to secure greater knowledge of the goods we handle, these things, too, are at our hand in these Conventions. To me one of the attractions of these Conventions is the greetings of old friends, the grasping of warm hands extended with the welcoming smile that warms the cockles of the heart. And yet I would not put the other advantages aside, for they all go in together like a mosaic, each adding to the others some spice or fragrance that would not be there if any were left out.

And so we come from the Great West and Central States, to confer for a time with the man of the East in this historic spot where the lights from the belfry of the old North Church gave notice that the struggle for human liberty was on. And where the waters of the restless Atlantic were liberally sprinkled with tea as a protest against taxation without representation.

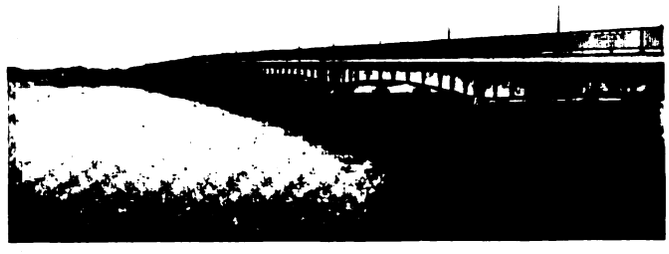
By past experience we have learned that

THERE ARE SOME THINGS THAT WE CANNOT ACCOMPLISH ALONE.

To encourage a more perfect organization among Hardwaremen in the East, and to cement more perfectly the tie that binds us into a National Association we have come out of the West to get your help and to give you such assistance as we can.

When over thirteen years ago the fact was impressed on us that it was not good for Hardwaremen to stand alone, we tried association and we found that there were things we could do when grouped together that we could not do when standing alone.

In the minds of some the words "union" or "association" are scare words and their imagination has been unduly exercised



HARVARD BRIDGE.

for fear that these organizations would assume to dictate the policy to the manufacturer and jobber as to the making and disposal of their product. But

UNIONS AND ASSOCIATIONS ARE PROPER AND JUSTIFIABLE MOVEMENTS

provided they are managed on lines of justice and fair play for all interested.

In the years of work by the Hardware associations we have dealt largely with the catalogue house question. It was the great issue when we first organized and it is still a very vital question. We have tried with a reasonable amount of success to help the manufacturer and jobber see the question from our standpoint. The appeal for fair play has been our shibboleth in the past and we see no reason why we should not continue to use it. And

while we must not forget the vital questions of the past yet the question comes to us what in the future will be our mission?

I would not presume to outline the future policy of the National Retail Hardware Association, but I beg leave to submit some phases of the work as viewed from my standpoint. The question naturally comes to me: What can the National Association do to further the interests of the Hardware trade?

I think that it will be conceded that organization brings strength. That

THE MORE COMPLETE THE ORGANIZATION THE GREATER STRENGTH THERE WILL BE.

To have an organization that gathers up the forces of the several State associations into one united body gives all of them the strength of the whole. A small State association, when affiliated with others, has the strength of all behind it. So when questions of discrimination by manufacturer or jobber against the retailer by going direct to the consumer come up there is an influence more potent than a State association can possibly be that will come in and help adjudicate the difficulty. This influence is more potent because larger. To the manufacturer or jobber who is overly anxious to enlarge his trade by selling indiscriminately to the consumer and to his customers without giving adequate protection to those who are his constant patrons over those who possibly buy but one bill in a lifetime, the fact that there is an organization that reaches over the country and that will have knowledge of his methods and will spread the facts to the Hardware trade of many States, has an influence that is not easily measured, but very plainly seen. And yet such a power is dangerous and a menace to trade, if not wisely used. We have been fortunate in having wise counselors so far, but the danger is with us and we need to exercise the utmost caution in officering our several State associations. But we hear from the merchant

CONSCIOUS OF HIS SUCCESS AND PROUD OF HIS ACHIEVEMENTS,

that there is no need of associations. He has had success. Why cannot others do as he has done? Such a position is not a fair one. Others may not have had his opportunities, may not have had his ability. We organize to help each other. If we were all strong we might not need help. It is the weak ones that need help and we that are strong have a duty to them that we may not ignore. To gather up the needs of the State associations; to keep in close touch with their work; to be ready at all times to lend a helping hand, and to give counsel and advice and admonition when needed. These are some of the things that the National Association can do to further the interests of the Hardware trade.

Again: What can the National Association do to conserve the interests of the State associations and help them to increase their membership? The National Association is a connecting link between the retailer, jobber and manufacturer through its membership in the Joint Committee. These questions that affect both retailer and jobber can be discussed and conclusions secured that were well nigh impossible under ordinary circumstances. Through this committee the ear of both jobber and manufacturer has been reached and we have been able to present our point of view and appeal to their sense of justice and fair play. And our appeal has not been in vain.

One of the great advantages the National organization has to offer the State associations is its size, and its facilities for the spreading of information. The affiliated associations, as organized into the National, number nearly 10,000 members. That membership enables the National to support a periodical that comes to all the members every month. Within its pages are gathered many things that are of interest and help to the retailer. Through its columns matters of information are sent broadcast over the country. As long as we are fair and just our strength lies in publicity. We have a powerful ally in the fact that we have a monthly that goes to nearly every Hardwareman in the country. Through its columns we have access to other Hardwaremen and their ideas. No one will try to do things that are hurtful to the trade with a knowledge that his methods will be subject to the lime-light of investigation. It is not a cure for evil doing, but a preventive.

We cannot live together in peace unless we recognize each other's rights. We cannot recognize rights unless we give up some of our own. That is civilization and the organization that attempts to leave every member entirely free and independent of all others is bound to be a failure. We are mutually dependent on each other. We need the strength of the strong, the caution of the timid and the perseverance of the faithful. With these advantages the National has something to offer the State Associations that will help them to increase their membership.

And so we come to the question: What gain is there to a Hardwareman to belong to an association? This is a question that it should be needless to ask, but it is constantly asked and so we give it consideration.

At the gatherings of the State Associations we have found many manufacturers who have brought samples of their wares to exhibit them, feeling that in that way they could have a larger clientage in a shorter time than in any other way. This idea has grown until

THE EXHIBITIONS ARE BECOMING A FEATURE OF THE ANNUAL CONVENTIONS

that is very prominent. The information that the Hardwareman can secure at these meetings at a nominal cost that would under other circumstances cost him months of time and a large expenditure of money—much more than most of us could afford to spare—amply justifies the time and expense for attending the State Conventions.

In these days of sharp competition we need to study the methods of the more successful. Where can it better be done than in face to face talk with men who have made a success of their business. Men learn by contact with each other.

AMBITIONS ARE STIMULATED BY COMING IN TOUCH WITH THOSE WHO HAVE GROWN.

To be satisfied to remain where you are is to shrivel up and die. Onward and upward should be our motto. The man in the val-



NEW OLD SOUTH CHURCH.

ley, surrounded by high hills, has but a limited vision. But the man on the mountain top has a view spread out before him that is full of glorious possibilities.

If we content ourselves to simply hand out goods that are called for we have little to look forward to. But if we not only hand out the goods called for but seek to teach our customers the valuable qualities of other goods and so stimulate them to acquire more things that will add to their comfort, we add to the sum of human happiness and increase the output of the manufactured articles.

To be simply a shopkeeper is unworthy the ambition of any man present. But to be a merchant, to understand his business, to grasp its possibilities, to understand the goods that he offers for sale, to know their weak and strong points, to be able to speak intelligently of their uses and value

IS A COMBINATION THAT IS WORTHY THE EFFORTS OF ANY OF US.

We cannot get this measure of enthusiasm if we stay at home. Our eyes will not see the boundless opportunities for growth if we linger in the valley. We will not gain the knowledge from

our brothers if we never meet them. There is still another thing our organization can do. It is said by some that nothing succeeds like success, and success has been interpreted to mean the gathering together of money. Fraud, chancery and other shady methods have been used to pile up fortunes and the men who have used these methods have pointed with pride to the great fortunes that they have sequestered. But an awakened conscience on the part of the people has made such boasting to be a matter of shame, and men are not boasting as they were a few years ago.

A PUBLIC OPINION CREATED BY THE VIGOROUS PROTEST

of the Hardwaremen of the Northwest has made it unlawful to longer sell a can filled with mud, soapy water and a little oil as a first-class paint, notwithstanding it is pronounced by the maker as superior to any paint made and guaranteed to stand five years under any condition.

To stand for pure goods and combinations that the manufacturers are not ashamed to put their names on is to stand for what is right.

The influence of such a large association as the National, covering so much territory, brings with it a responsibility that we must face. And it brings to us an opportunity to yield an influence for good that we should not fail to use. The goods we sell are necessities. We do not cater to the needless wants of the community, but in every home that is made, every house that is built, every factory that is erected, the Hardwareman has a part.

And so we are justified in taking a pride in our business and in having an ambition for our Hardware associations that they



POST OFFICE.

may inspire in the minds of their members a desire to excel in knowledge, in salesmanship and in everything that goes to make capable and honest merchants.

Mr. Bush called for brief addresses from manufacturers or their representatives who might be present.

N. A. Gladding, representing E. C. Atkins & Co., of Indianapolis, was called on.

Mr. Gladding congratulated the delegates on the large attendance and said he was glad to be present. He said that the National Retail Hardware Association with a membership of ten thousand certainly had a large influence in the Hardware trade. Referring to the catalogue houses, he said: Now, there has been a great deal of talk about the catalogue house man, and you people have done an immense amount of good for your welfare in combatting this competition. Now, there are other questions that are coming up before you and I wish you the utmost success in this magnificent meeting, and I want to thank you again for your kindness in asking me to address this magnificent audience.

President Bush called for an address from F. J. Semple, of St. Louis.

Mr. Semple said: Mr. President, Ladies and Gentlemen: It is my last visit to the National Hardware Dealers' Convention and I came to learn and not to talk—a good deal like those lines in Goldsmith's "Deserted Village" where "those who came to scoff remained to pray." I think I should pray right now, because I was not going to be asked to say anything. Mr. Gladding has spoken about some of the work of organization, and it has occurred to me while I was talking that there was one point where I think that the people from the country may be a little bit weak, and I thought I would simply offer it as a suggestion and you can take it up if you please. From an estimate that has been made eighty-five per cent. of the money spent in this country is spent by the ladies, and I think if there is one thing that can be accomplished in this Convention it should be that every man ought to go home with the idea of improving his store and making it attractive to the ladies. What is the use in fixing it up and catering to fifteen or twenty per cent. of the buying population? You will find that a great deal of business is being taken away from the regular channels simply because some stores make an attractive display. That is the only suggestion that I have to make.

President Bush called for remarks from S. Norvell, president of the Norvell-Shapleigh Hardware Company of St. Louis.

Mr. Norvell said: Ladies and gentlemen: I just arrived. My train was three hours late and I asked the conductor what the trouble was and he says, "We have just gotten behind a freight." He says, "We are following a freight into Boston." I only hope in this convention that you will not get behind a freight.

Mr. Norvell closed his remarks by referring to a pamphlet published by a Socialistic friend of his in St. Louis, who expressed the idea that in these times property was considered as being "mine, yours and ours," and that it seemed in the association work that we should get on the ground of "ours;" that the retailer, the manufacturer and the jobber have their personal interests, but in between these various grounds there is another ground, and that is, what is "ours?" What is to our mutual benefit, and I think that is a good idea for association work.

President Bush called for remarks from other jobbers and manufacturers. Mr. Chandler, of the New England Association, said:

Mr. Chairman, delegates of the National Retail Hardware Association, New England members and ladies and gentlemen: About fifteen months ago it was the pleasure of Mr. Barber and myself to be delegates to represent our New England membership, which has but for one year been affiliated with the National, at the Chicago National Convention. We were there with a desire to bring the Convention, if possible, to Boston this year. We met with some opposition in behalf of other territory. Many felt that we should go to some of the larger Western cities.

Mr. Chandler then referred to the programme which had been prepared and went into detail as to the preparations which had been made to entertain the delegates, guests and ladies.

Mr. Chandler stated that the telephone lines had offered the use of their service in New England free to the delegates, and that the Western Union had offered the use of their wires to the delegates during certain hours for social messages.

The Convention then adjourned to meet in executive session at 2 P. M.

AFTERNOON EXECUTIVE SESSION.

TUESDAY, JUNE 18.

President Bush, of the National Retail Hardware Dealers' Association, called the Joint Conventions to order at 2 P. M.

President Bush then made the several committee appointments. His annual report, in part, was as follows:

An eventful year and a quarter for our Nation has passed since our Chicago meeting. The man of the "square deal" has had a potential influence upon National legislation, which has been of such character that not only we as merchants but practically all members of our commonwealth must profit thereby. It quickens the blood of every true American and patriot to witness the demand arising from city and hamlet, from every section of our broad land, for the adoption of the "square deal," or in other words, for "a reign of righteousness" and for the elimination of the greed, graft and gouging charged and proven to have existed among some high in esteem and influence. If among them, where does it not exist, is the natural inquiry? But the demand of the day is "investigate, eliminate—a square deal for all"—

AND WHAT THE AMERICAN PEOPLE DEMAND THEY GET.

The most sane and wholesome suggestions of solution for many of the trust problems coming under my observation among the flood with which we are inundated on this question were by the Hon. Peter S. Grosscup, Judge of the United States Circuit Court of Appeals of Chicago, and published in the *Outlook* of

January 12 last. If you have not seen this article it would profit you to procure and study it.

I anticipate that the National election coming next year will differ greatly from the two preceding ones. The questions that will be under discussion and demand solution will probably absorb the interest of the country as no other since Free Silver in the campaign of '96. What effect this excitement and party strife will have upon business is a question to be pondered well.

ARE WE ENJOYING SUCH AN ERA OF PROSPERITY AND HIGH PRICES

that even a hot political campaign will not be felt in business circles? May such prove the case. In the West, we hear it daily said: "Roosevelt must run again." After raising the questions which he has raised and which remain unsettled has he the right to deny the demands of the people. Should it transpire through their demands that his party assembled in Convention should unanimously nominate him again—will so concurrent a voice of the people be unheard by him? For "the voice of the people is the voice of God."

We hear upon every hand of advance in arts and sciences. Has it occurred to you that the retail Hardware business properly conducted, is certainly an art, if not a science? Securing and teaching efficient salesmanship, determining the most profitable and effective manner in which to advertise from the multiplicity of ways and plans offered you—properly displaying goods, securing order and neatness in store arrangement, promptness and affability in employees, meeting the new conditions evolved by free rural mail delivery, country telephones, interurban trolley cars, mail order and catalogue house competition, decreasing profits, increased expense, buying of futures, financing your business, collections, fluctuating markets, State and National Hardware Associations, Mutual Fire Insurance—all are calculated to broaden and deepen one's capacity and judgment, and with all this should come a growth of business ethics among retailers. Instead of enmity and distrust toward a competitor, why not one of brotherhood and confidence? Instead of cutting the price of a competitor why not think "if he gets such a price why cannot I by having a more attractive store, a better display of goods, superior salesmanship and affability, secure as good or better?" Why be an underground railroad to secure goods for a paltry five per cent. for some other merchant or mail-order house, who because of some violation of an agreement or of a broken rule cannot buy direct, thus enabling the "cut off the list" firm, by securing these goods through you, to become a pirate in the trade and demoralize prices in any locality, be it limited or extensive. Some may say this is business, but let this Association stamp such business as disreputable.

The catalogue of one of the largest mail-order houses will appear hereafter

WITH HARDWARE PAGES OMITTED.

A separate catalogue of this line will be issued, but not mailed except upon special request. I am also reliably informed that their line of Hardware will be greatly reduced, being restricted hereafter to about two grades and kinds. The various goods they carry and the prices quoted upon these goods for the most part afford a better profit for the retailer who is brought into competition with them. I judge this new policy to be the result of the combined and various efforts of the State Associations, the Joint Committee, the jobbers and those manufacturers who are in sympathy with our movement. However, we must not be content with the success thus gained, but with renewed determination keep up the fight. The permanency and value of our accomplishments will be determined when we enter our next period of hard times for we know that it was during the hard times following the panic of '93 that the cataloguers made such strides. It behooves us to perfect our organization and become schooled in working and standing together, that we may battle against

FUTURE EXPANSION OF MAIL-ORDER HOUSES IN TIMES OF DEPRESSION.

The key of the situation—manufacturers selling the cataloguers especially the standard brands and patented and controlled articles—lies without question in the jobber's hands. While we cheerfully and gratefully acknowledge that their efforts have been of vast assistance, still we are prompted to ask, "Have they as individual firms rendered all the aid they could?" I fear not, for who doubts, had every jobber been for the past few years persistent in his request to the manufacturer that this evil cease, who doubts that this Banquo's ghost would have been laid long ago. The jobbers have a strong organization which we commend and approve; retailers have realized and felt its power and influence in various ways, especially in demanding and securing the jobbers differentials. It appears to me we in our turn should now demand from them our differentials—which is, the elimination of unfair catalogue competition. Business ethics demand that the jobber while enjoying the differentials and controlled prices to retailers which assure his profits should not complacently witness the cataloger market these same wares in direct competition with the retailer at prices unremunerative to him. In how many instances are the cataloger's prices as low as the prices asked the retailer by the jobber and when the retailer in his effort to compete with the cataloger goes direct to the manufacturer, he often finds the manufacturer's prices even higher than those of the jobber. Such conditions, I say, gentlemen, are not ethical and unless made so, the retailer for his very life's sake will of necessity be

COMPELLED TO SOLVE THIS PROBLEM FOR HIMSELF.

There are now mutterings in our ranks and some experiments in collective buying being attempted. We believe the logical and most convenient way of distributing goods, especially with limited capital, is that now in vogue—manufacturer, jobber, retailer, provided the cataloger's assassin competition is eliminated. What I have said in this connection do not misconstrue and misunderstand. I am not throwing down the gauntlet to our friends, the jobber. I say this for our mutual good, hoping it may cause the jobber to renew his efforts to stop the unfair competition of the catalogers, demoralizing to the retailers and detrimental to his own business interests. Let us here to-day urge the jobber to renew his efforts in our behalf and in his own.

That old grievance of some manufacturers and jobbers trespassing upon the territory of the retailer has not been entirely eliminated. Though there is not as much general complaint as



JOHN B. HUNTER, PRES.
New England Hardware Dealers' Association

formerly, from some sections of the country comes great complaint and at a later session of this Convention the subject of "Trade Boundaries" will be discussed by one familiar with this situation.

You have all noted upon the letter and bill-heads of many prominent firms, "We sell to dealers only." The word "dealers" in the hands of some firms is an elastic one as to meaning—let us as an association vigorously protest against its being stretched to include factories, planing mills, contractors, blacksmiths and pawn-brokers. Again the value and worth of our organization will be tested in this particular, when times of depression come, when there will come to manufacturer and jobber

THE TEMPTATION TO MARKET HIS WARES WHEREVER CUSTOMERS MAY BE FOUND.

Let us, as did Joseph of old, in the fat years prepare for the lean ones to come.

Realizing how important it is that a thorough and harmonious understanding should exist between the manufacturer, jobber and retailer, one session of this Convention will be devoted to an exchange of opinions and suggestions between the three classes and with the good spirit prevailing, surely good only can result from the meeting.

Domestic Parcels Post is agitated, endorsed and financed by those interested in drawing trade long distances and being thus

enabled to deliver goods at the door of their far-away customer at no greater cost than he who lives a dozen miles away, gaining thereby a rate discrimination, denied and unlawful upon freight shipments and entailing great loss to the government, which loss must be borne in full proportion by him who believes in upholding home trade and industries. Seven-league boots annihilated distance at the fairy tales of our childhood and well we shivered at the dreadful tales of the Giant who with them stepped miles at a stride, crushed all in his path, and sucked their life-blood. Shall this new seven-league boots—

DOMESTIC PARCELS POST

—enable giant corporations to crush out the life of the home retailer and drink his blood—home consumption? Gentlemen, this is well worth your deepest thought and most earnest effort.

Advocates of this measure, although defeated again at the last session of Congress, seem not at all discouraged, having recently made defiant prophecies of future success. Therefore, it behooves us as opponents of this measure, to be even more watchful of their movements and ever ready to meet them with united and prompt opposition. You are all aware that at the last meeting of the National Board of Trade, its annual endorsement of a Parcels Post law was this year reversed. Our friend, T. James Fernley, deserves our warmest gratitude for his effectual work with this body, which doubtless greatly influenced their recent non-endorsement of this matter.



M. L. COREY, SECY.
National Retail Hardware Association

I view with deep concern for retail interests some of the recent developments in trade conditions. Retailers may not all agree as I know some manufacturers will not with what I have to say.

What has come to be known as "publicity advertising" is a subject worthy of your profound consideration and exhaustive discussion at this meeting. I deem it of such importance that I have assigned the subject to F. R. Currie, of Iowa, for thorough presentation to you. This manner of advertising will probably continue until its advantages or disadvantages are proven. Apparently those engaged in it are not satisfied with results attained and our contention that it is the "man behind the counter" who after all distributes the goods is evidently being demonstrated to them, since many newspapers and periodicals are offering prizes for the most polite phrase submitted, with which a customer may reply when offered by a merchant

ANOTHER BRAND IN PLACE OF THE ADVERTISED ARTICLE ASKED FOR.

We all know that many of the publicity advertised articles have not the merit and real value of similar articles which we have for sale. This policy advocated by the press worked to its logical end, means that if there are twenty brands of grindstones given "publicity advertising," a merchant must stock all or be greeted with a prize-instigated-incubated phrase, something like this, perhaps: "Dear Mr. Merchant, while you have had years of experience selling these articles, and I know nothing about them, still my newspaper teaches me that I must not trust your advice, but must say promptly, 'No thank you, nothing but the advertised article for me'—Good day, sir."

My first lesson in salesmanship, and yours also, was that salesmanship consisted in effecting a sale though you did not have just what was called for; that any chump could hand out a special article asked for. Now, this is to be all done away with and we must remodel our stores into slot machines where our customers may press the button and get what they "see advertised." All pale people will push for pink pills and get no other color. Though "publicity advertising" is of recent origin, we have soon learned that in a great majority of cases it is paid for by the consumer and out of the merchant's profits.

Another matter requiring your consideration for approval or disapproval is

THE RESALE OR RESTRICTED MINIMUM SELLING PRICE.

Permit me to quote from my address to this body last year at Chicago in discussing this matter, when I said: "If due regard is given to the profits of the retailer and without injustice to the customer, the effort should be encouraged." The question for you to decide is, has due regard been given to your profits? In many instances, emphatically no, for the established minimum retail price quickly becomes the general and almost universally the only price asked and since this has proven to be the state of affairs, it becomes a necessity for the manufacturer either to reduce the cost to you or advance the minimum selling price. No restricted resale prices can be satisfactory where costs change, unless minimum resale prices change also. I believe this Association should earnestly protest against a published retail price, unless such published price afford a legitimate profit under all conditions and particularly at greatest distance from source of supply, or the manufacturers must make a delivered price the same at every point in the territory where his goods are sold.

I shall briefly call to your attention as deserving your serious consideration and which must enter into your plans for the successful conduct of your business, difficulties confronting the retailer in his purchase and sale of merchandise, which for convenience I divide into four classes. This subject was discussed in the last issue of the Hardware Dealers' Magazine, but so important do I consider it that I wish to emphasize it by reading to you what I had written of the matter before the article appeared.

In the first of

THE FOUR CLASSES OF MERCHANDISE

which I have mentioned are those goods with controlled cost prices; those with controlled retail prices where the retailer pays out of his profits for their being popularized by publicity advertising, being forced to accept a less profit than he realizes upon other goods of equal intrinsic value; those old and established brands of tools, etc., many of which we are forced to sell at staple prices.

In the second class are private brands of jobbers who control their prices and upon which there is no competition in buying.

In the third class, goods wherein no comparison of price can be made because of difference in sizes, kinds, numbers and finishes, which make it difficult to determine their relative value.

The fourth class consists of the staples, such as nails, wire loaded shells, bolts, screws, etc., which are sold at less than cost when expense of doing business is taken into account.

A vexatious problem to retailers is what I might term the outrageous advance made upon many of the five and ten-cent articles carried in stock. This may seem a small matter—it certainly concerns small things; but, gentlemen, I consider it an outrage that for these small articles which form a goodly per cent. of your every-day sales—for these small articles formerly purchased at twenty-five to sixty cents per dozen, we now are compelled to pay fifty cents to one dollar a dozen, and retail still at five and ten cents each. Just as much time spent in handling and selling every one of these small articles and absolutely no appreciable profit.

These are great difficulties to combat in the purchase of merchandise. You, doubtless, agree with me that in good buying lies the chief profit of business. The old adage runs, "Goods well bought are half sold."

When in addition to these problems of purchase is added the mail-order house catalogue, which in the hands of your customer is a bulletin upon every article you carry in stock—then, gentlemen, in the famous words of a famous Congressman—"Where are we at?"

These conditions, gentlemen, open wide these two questions for discussion: First, which is best for the retailer, a restricted price or open markets in his purchase of goods? second, have retailers as a class reaped their proportion of the prosperity of the past few years? Is it all the retailer's fault? If not, are we justified in suspecting there may be something "wrong in Denmark?"

Here is something for us to do—let us as an organization make a united effort to prevent by timely action the formation of trusts or agreements in our line of business that would be detrimental to our own or the public's interest and avoid the necessity of turning on

THE CALCIUM LIGHT OF PUBLICITY.

I recommend for the Constitution and By-Laws Committee, that they provide for the appointment of a Legislative Committee, one branch of whose duties shall be to investigate any such cases as may be suspected to exist now or may exist hereafter.

Judge Garland's decision in the South Dakota cases gives clear sailing to retailers to defend themselves through a bureau of information. I believe, however, that the manufacturers of standard goods are rapidly coming to agree with our views and desires regarding selling to cataloguers. Many have reached these conclusions after a thorough understanding of the situation, and now see that such action upon their part is short-sighted and an injustice to their largest and best distributors. To be best distributors for our own success as well as theirs we must dispose of their goods in such quantities by improved methods and salesmanship as shall make them content to confine their sales entirely to legitimate channels.

We can learn the best methods by reading the trade press and your own organ, the *Hardware Bulletin*. All these papers contain valuable information for every retailer, and each one is vieing with the other to impart the best and newest ideas. Many firms subscribe for all the Hardware papers, have them read as much as possible by their salesman, and report good results.

Your efficient secretary requires no word of praise or commendation from me. You have already proved his financiering ability,

HIS MOST EXCELLENT JUDGMENT, FIDELITY TO DUTY

and the deep interest which he takes in everything which conduced to the growth and success of your Association; and the greater part of whatever growth and success has come to our Association and Association organ during the past year is the result of his good judgment and indefatigable labors.

The report of the National Insurance Company will show a most satisfactory condition and growth and the inauguration of new plans, when developed and in working order, will rapidly increase the number of policy holders and the insurance carried by them. The successful management of the National, as well as of the several State Insurance Companies, has been a strong factor in the growth and strength of our Association work. A full and detailed report will be made upon Hardware Fire Insurance in a later session of this meeting.

The report of your treasurer upon the financial condition of the Association I think you will agree is most satisfactory and I would be derelict in my duty did I not command his promptness every month in making a full and complete report of his office to the president.

The marvelous growth of this Association with its constantly-increasing lines of labor necessities, to my mind, some

CHANGES IN ITS ORIGINAL CONSTITUTIONS

and by-laws, which will make it a stronger and better equipped body for effectual work. About to hand over the keys of office, perhaps I may suggest to you that the busy business man of to-day who can give more than one year to the office of president of this Association without too great sacrifice of his own business interests, will soon be hard to find, for few retailers have their business so strongly organized as to be able for long to withhold from it their personal and constant supervision. I advance the suggestion to you that it is unjust to any man who gives to our service the time consumed by the demands of his office to ask of him more than one year of such service. An honor it is of which any man may well be proud, but its duties are onerous, requiring thought and time and strength which must be taken from his business. Let us not ask more then he can with justice to himself give us. I ask the proper committee to bring before you for consideration some plan whereby our work may be most effectually done without too great demand upon the time of our president.

It has been my intention to touch briefly a few subjects and topics in which I believe you to be interested relying upon later discussions to develop them, and others that I know will come before you. I wish only to say further, few organizations, none in retail merchandising, have had such marvelous growth, few wield such potential influence as does the organization represented here to-day. Fortunate have we been that strife and discord have found no lodgment in our ranks. It is this harmony which has made us what we are—the long pull, the strong pull, the pull all together. In unity is strength—as we of E Pluribus Unum believe—and

THAT DAY WOULD BE DEPLORABLE INDEED WHICH SHOULD FIND FACTIONS IN OUR MIDST.

Let us all in the future as in the past submerge any more personal feeling or grievance or desire for change and radicalism in earnest effort for the good of the greatest number, the preservation of the unity and harmony of this grand Association, of which we may well be proud.

MR. COREY'S REPORT

The report of Secretary M. L. Corey, Argos, Ind., demonstrated that the Association is in a most prosperous condition in every respect. The membership has increased greatly, about 2225 merchants having been added during the year, bringing the total up to more than 9700. Secretary Corey has made careful estimate of what this membership means in capital invested and gross business transacted. Close to $100,000,000 is invested in the business of the members, whose gross sales amount to about $250,000,000 a year.

First Vice-President S. R. Miles, Mason City, Iowa, made the report of the Joint Committee.

On motion, President Bush appointed a committee, consisting of Wolbert, of North Dakota; Abbott, of Iowa; Roberts, of Nebraska; Jones, of Indiana; Williams, of Illinois; Phelps, of Connecticut, and Corey, of Indiana, to confer with the manufacturers in attendance at the Convention in regard to some abuses in the trade.

Treasurer Stebbins read his paper.

His report showed a substantial balance in the treasury.

Arrangements were made for meetings of the various Committees.

The Convention then adjourned to meet the next morning at 9.30 o'clock.

OPEN SESSION—WEDNESDAY MORNING, JUNE 19.

President Bush called the Convention to order at 2 p. m.

Roll-call was taken of the members present. Mr. Sharon E. Jones, of Indiana, delivered an address upon the subject, "What Have Hardware Associations Done for Their Membership."

Mr. President and Delegates:

I come before you this afternoon to tell you from my own heart and from my own experience what Hardware associations in the State of Indiana and other States has done for the Indiana members and for the respective States, and what the National has done for the State Association.

First of all, the thing that I see, the benefits that I derive from association or from Hardware men is the broadening influences that the association in our State has afforded its members. Why, do you know, the first meeting I attended was at Marion, Indiana, where our State Association was organized. That was its first meeting. I was "green." I am somewhat "green" yet, but I was real "green" at that time. I had not met with the Hardware men from that State, and I did not know what other Hardware men were doing. I imagined that I knew all about it and all there was to learn in the Hardware business, and that meeting there was simply a little company to meet and have a good time, elect their president and secretary and then adjourn to meet another year; but I found out that I had been one of the men who started a movement that, in my opinion, is the best thing a Hardware man ever did. I came across men at that time and at other conventions that I have attended since, that have come up against questions, such as I have, and that they could only get light upon the subject at these conventions.

I don't need to enter into what those questions were, but they were questions that

WOULD INVOLVE THE EMPLOYMENT OF MEN AND THE BUYING OF GOODS;

the manufacturer selling goods in your own town to the consumer; the catalog house and a whole lot of those things that we have had before us at every convention since that time. I don't know of any one of those questions that have been dropped out. Three years ago some people got up in one of our conventions and said that it was time that we were everlastingly cutting out the catalog-house question and never bring it up again; that we were only doing them good, only advertising them, thererfore, we should drop them out of our minds and off the books and never again refer to them. I believe that the secretary or some one made the remark in the meeting yesterday that that question had come to stay. It is like the poor, we always have them with us, and the catalog house question is one that

WILL CONFRONT THE MERCHANTS AS LONG AS THE BUSINESS EXISTS.

There seems to be no limit to their opportunity of buying goods and putting them upon the market.

I remember the first State meeting that we had; I have often referred to it as being one that had many signs of trouble ahead —if we would believe in figures and in dates—the figure thirteen and Good Friday that we met. But, gentlemen, there has not been a day when the Indiana Association went backward. There has not been a day when the National Association has gone backward. Our secretary's report shows that men who attended that first convention had stores into which you could go and to save your life and his life he could not tell you instantly where a certain article was in the store. He could not tell you how much he had of a certain thing and he could not tell you, without referring to his bills, what an article cost. To-day all over the State of Indiana and all over the United States are Hardware stores that are thoroughly established both in the price and in their selling system; in its catalog system and in its purchasing system, and in all other systems. Systematized as good as any business in this country; stores in which before a woman could not go without she had on her kitchen dress, and she always sent her husband there to trade. To-day we have in Indiana scores of

HARDWARE STORES AS CLEAN AS A JEWELRY STORE

that you will find in the streets of Boston, where women can go without soiling their clothes. That was referred to yesterday here—that seventy-five per cent. of our money is expended by



W. P. BOGARDUS, EX-PRESIDENT
National Retail Hardware Association

the women in purchasing goods of different kinds. It not only improves the store but improves the men. The merchants themselves are better men by attending the conventions; by being a member of these associations; by hearing the speeches made upon this floor, by hearing the questions that are discussed here and at our State Convention; and, by the way, I just want to clinch a thing right there. Last year, in Indiana, we had a question box instead of set speeches and it was the best convention we ever had. I think Indiana has made one step that she will not go back on in the respect that she will not have a lot of set speeches to be read that are dry and uninteresting in many cases; and we are going to give the members a chance to get up questions that are of interest to them.

I found trouble before joining the association in buying goods properly, and one of the first men, Mr. Sibley, from South Bend, at that time gave me several good pointers about buying goods. I would never have met him if I had not been a member of the association.

We come across people who are shrewd business men and if we will only take time to talk to those men and listen to their arguments, instead of running around sight-seeing, we will do better attending these conventions with those men.

THEY HAVE EXPERIENCE THAT WE CAN GET BY LISTENING TO THEM.

So we have this broadening influence as a result.

Now, I want to refer to a paper that was referred to yesterday. I am sorry that there are a few of us who only get the benefit of the meetings once a year, but the man who thinks that all he gets is at the convention does not know that we have a secretary over whose head ought to be inscribed the word, "Cascara," an advertisement that says, "It works while you sleep." So, we have a watch-dog in our secretary. He is ever alert; a man who was taken out of a little Hardware store in Indiana. (Cries of "What is the matter with Indiana?" "She is all right!") A secretary of this association who has made a record of which we are proud, as Indianians, and of which we are proud as members of this National Association.

As much as the catalogue-house question has been argued pro and con before every convention and every meeting, in States and counties and in storerooms, it is doing good, there is no question about that. The catalogue-house men get by themselves and listen to those fellows talk, and they say it is not as easy for them to buy goods as it was years ago before this question was agitated, and they are having trouble to make money upon what they do buy; but the principal thing is that they are not getting the same goods to put on their shelves as they used to. That is worth everything that it has cost us.

The parcels-post question is another matter. The catalogue-house would have been delivering goods by using Uncle Sam's mail if the Hardware associations had not fought against it.

Now, another thing: I only buy two suits of clothes a year, but on the little amount of insurance that I can put into the insurance companies that have been organized by the Hardware men I can buy all the clothes every year that I need on what I save on the premiums; and, furthermore, the Hardware insurance is a good deal better insurance. It is impossible for a fire to occur in any town, it does not matter how large it is, where the loss is going to hurt any insurance company to which we belong. I want to say that the Hardware insurance companies are the best insurance companies that we have. The trouble is we have not got enough of them. Every State ought to have one, and I believe they ought to be allowed to increase the amount that they can insure. We do not pay large salaries, that is one thing.

I want to say in closing that there is no man—I don't care if he only does a business of $3,000 a year—that can afford not to be a member of the Retail Hardware Associations of his respective State.

Mr. Abbe addressed the convention in reference to the proposed trip to New Britain.

President Bush then introduced Mr. F. R. Currie, of Mason City, Iowa, who read the following paper:

PUBLICITY ADVERTISING

Friends of the Convention:

The old adage of "Fools rush in where angels fear to tread," was most forcefully brought to my mind immediately after promising to present this paper, for I personally learned of three exceptionally capable men who had refused this subject. How many more refused it I do not know. I only hope that when I am finished you will not be sorry that I did not.

It is not the purpose of this paper to antagonize the American manufacturer or the American press. But it is to open a discussion to encourage personal views from the dealers represented that shall be a guide in the future policy of the manufacturer in marketing his goods and for the dealer in selecting his stock.

We are a part of a nation of people

WHO ARE NOTED FOR THEIR PUSH, ENTERPRISE AND THEIR ABILITY

to make and change conditions. It is unnecessary for me to say here in the manufacturing center of our commonwealth that the American manufacturer is the most pushing and daring of all manufacturers and that Yankee invention is world-famed for its cleverness and ability to meet and make conditions.

This convention is made up of thinking men. You have all been appalled at the tons of reading matter that come regularly from the American press. If I did not come from a State with big farms I would dare to assume that enough printed paper rolls regularly from the American printing press to blanket the United States each month. None of us claim to read one-fourth of what comes into our homes, and one-half of the dealers here do not read one-half of what comes to their desk. Why? They can't find the time.

If the American manufacturer has a competitor in daring, push and enterprise, it is the American publisher. These two have created a new profession in the person of the "professional advertiser," and when we see the great strides that have been made in very recent years in these schools of advertising and in the practice of it we are convinced that there is something ahead

and we are wondering if the signal is "profit," or "loss" for the retail dealer. Within the last few years a few items kindred to the Hardware line and a large number of items from other lines have suddenly been launched and established with the American people, and this fact has whetted the appetite of the manufacturer and the publisher, has made them more daring and seeks to bring success or calamity to the manufacturer and dealer alike. It seems almost as if the manufacturer and the sales companies have gone wild on this subject, and the man who seeks to organize a new enterprise or to launch a new product first ascertains how much he can appropriate for advertising, and is perhaps more careful in selecting his manager of sales or his advertising manager than he is the general superintendent or foreman of his factory. And I could name a firm of this kind that needs to give additional attention to the perfecting of its product if it wishes to continue to reap their profit from their commodity they have spent so much in advertising, and may be you know of several. This feature has caused the American retailer to "sit up and take notice," and they fear that they are buying advertising rather than merchandise and paying too much for it. In fact, the majority of the successful solicitors to-day on strong lines, after giving the merchant a few pointers as to quality and efficiency of his product, will spend a great length of time on the advertising and the aids that the manufacturer is putting forth to help the dealer sell the goods. Not that the retail dealer is unwilling to pay for the advertising if he can get it for what it is worth, but he don't want to pay a long price for it. If a manufacturer spent five per cent. advertising a product does the dealer want to pay fifteen or twenty or twenty-five per cent. for it? Hardly—and the feeling that is beginning to show itself among the retail dealers argues this way and seems to have good evidence back of it.

We learn that an article on which a vast amount of money has been spent in advertising in this country is retailed across the water for forty per cent. of our restricted retail price. Yes, it is retailed there at eighty per cent. of the American jobber's cost. Is anything added for publicity advertising?

A certain manufacturing concern bought up the business and patterns of an article and jumped the retailers' cost forty per cent, when they began their publicity campaign. The dealer who gave me these facts has changed his line—wouldn't you?

As I have considered this matter and have looked into a few of the items that have been suddenly launched safely and surely upon the American people by this strong publicity campaign I have found three classes of manufacturers who were justified in national publicity advertising campaigns. First, a manufacturer who makes a radical change in the making of an old thing for the same old purpose; the second I designate as a manufacturer who discovers a great many new uses for an old thing and changes his style of package; and the third member of the manufacturing fraternity is one who would launch an entirely new thing. I believe if you can recall lines which I refer to you will believe me.

Now, let us take the side of the argument for standard goods. Let's use, for instance, the item of a claw-hammer, to illustrate our point. I don't believe that any manufacturer could compel the American Hardware retail dealer to put in his line of claw-hammers simply because he had advertised them in the *Ladies' Home Journal* or in any other journal read by the public at large. He simply couldn't. But now if this same man should invent a claw-hammer with the efficiency of the regular pattern that could be carried in the vest-pocket or was made collapsible, or something of this kind he

WOULD BE JUSTIFIED IN A STRONG PUBLICITY CAMPAIGN

to get this before the American people, for this is a radical change in the construction of an old thing. Or supposing some very ingenious man or woman should invent a machine that after the family had finished the dinner would automatically, silently and quickly gather up the dishes, clear the table, wash the dishes and put them away; this would be an item which would be new and a publicity campaign would necessarily be needed to get Hardware men to stock an item like this.

The great danger that confronts us is that manufacturers will go advertising crazy and seek to force all their wares on the American people, and in this add too much to the dealers' costs and thus very naturally interfere with his profit account. We have all learned that advertising costs money. It costs lots of it and lots of advertising costs barrels and barrels of money.

Let us take another view: Let's take the very common item in the Hardware store of to-day, viz., "food choppers." I believe every dealer in this convention to-day will say that he practically pays no attention as to how much publicity advertising is given to the food chopper. He buys a food chopper that when a customer comes to his store he will sell him or her the food chopper that he had in stock. If the manufacturer who advertises a good food chopper wants ten dollars a dozen for them and if he can buy a food chopper made by a high-grade manufacturing company, that has proven satisfactory when used in his own kitchen, at nine dollars a dozen he will not pay the one dollar extra for the advertising on an item as staple and as common as a food chopper is to-day.

By this food-chopper illustration I mean that I believe if it costs one dollar a dozen extra to advertise food choppers and any established firm with a reputation for making tools, guns or anything else could go in and clean up a big bunch of the other fellow's advertising from his selling price of his chopper. For the food chopper to-day is established in the American household. Understand me—a new and unknown firm could not do this, but an old-established firm could. And I have seen the same thing tried on other items.

I corresponded with a few retail dealers on this subject and am sorry that I could not have had this subject in time to have corresponded with more. But several of the dealers cited the case that as regards a certain item upon which a great amount of money had been spent in advertising, they are able to buy for twenty to twenty-five cer cent. less money, an item that in their judgment is as good, if not better, and which they can sell for the same price as the well-advertised item and sell as much of it.

I am wondering about results if all manufacturers took up a heavy line of publicity advertising. But you can readily see if every manufacturer did this that advertising would be worth nothing. For if we doubled the number of magazines and tripled the advertising pages there would not be enough room for the American manufacturer and we are sure the American people would cease to read advertisements.

In letters to me several dealers have spoken of the fact that the names given them to follow up sales have not resulted as the manufacturer intended. In fact, that as a rule there were no results. This is almost a uniform experience. I believe the only man who has spoken to me on this question who claimed to have gotten results was a man who handles incubators, and he stated that this one item had proven quite satisfactory. That is when names were referred to him he had made quite a few sales by following up the matter.

Another question of grave importance confronts us in publicity advertising. You will notice practically every standard magazine has devoted considerable space in an editorial way advising the reader to insist

THAT HIS DEALER FURNISH HIM WITH THE EXACT GOODS ADVERTISED,

cautioning them against accepting substitutes, claiming that the one and only reason that a dealer has in substituting is because the substituted article costs him less and he can make more money, and impressing upon the reader that the advertised article alone has merit.

I believe that if you will take the general Hardware catalogues of to-day you will find the big percentage of the standard, reliable lines which are found in the Hardware stores are dependable, are reasonably priced, and would give satisfaction and at the same time they are made by firms who do not spend a lot of money in publicity advertising.

WE MUST NOT CONFUSE PUBLICITY ADVERTISING WITH TRADE ADVERTISING.

A manufacturer must advertise to the dealer. This is not publicity advertising but is trade advertising pure and simple.

Now, if you will allow our magazines to increase their pages of editorials warning the people to beware of the merchants' substitution will we not encourage mail-order business, as most of the advertisers state, "if your dealer will not urnish you we will forward direct." This is a phase that also must be looked into. I believe to-day that the manufacturer should use great discretionary power in selecting lines upon which he will spend a vast amount of money in advertising.

It is far from my thought to attempt to kill, to even scare, the goose that lays the golden egg. I realize great material aid has been brought to the retail dealer because some items have been well advertised in the past. But the thing we must ward against is to prevent this from being overdone on all lines.

President Bush said this was an important subject and would like to hear from the merchants on the floor as to their experience and views upon the subject of "Publicity Advertising," especially that part of it relating to many of the magazines teaching their readers that the retail merchant who offers them any brand or make or something different from what they advertised is a thief and a robber.

Mr. Roberts, of Omaha, said that this country was such a progressive one that new articles were constantly forging to the

front, and it afforded enormous advertising opportunities. "There are articles in our stores that we never dreamed of would be placed on sale in Hardware stores."

Referring to the publicity advertising, Mr. Roberts said that he believed if customers had confidence in the mercshant, the merchant would be able to sell the customer some other article than the one advertised if he told him it was equally as good; that there was one feature of this publicity advertising that had a rather bad side to it; that is, where the per cent. or profit is so low that it scarcely pays to handle it. He said that he believed that as a convention the dealers should go on record as asking the manufacturers who do advertise such things to leave for the retail merchant a reasonable profit.

Another delegate referred to the custom of some manufacturers writing to consumers letters of a personal character, recommending certain articles they manufactured. The delegate stated that his experience was that these letters did not have the effect desired; that the recipient did not appreciate or fancy that method of having his attention called to the goods. The delegate stated that as a result of these letters, where they requested the receiver to call on the merchant of the town for the goods, that the merchant seldom received any satisfactory returns from that. G. W. Wolbert, of Bismarck, North Dakota, was then called on to address the meeting on the subject of

"TRADE BOUNDARIES"

Mr. Wolbert, in part, said:

As I take this subject without any special thought and study over it, I presume it is intended to relate to the boundaries which are to locate where the jobber can presume to come and yet remain in his own domain, and over which boundary he can only go to the detriment of the retailer, and as a natural consequence, to his own detriment.

In the past we have had a great number of bloodless battles over this subject. I suppose more time has been spent in our various State and National Conventions discussing this one vital question than has been consumed in all other subjects combined. We all realize that

WE MUST TAKE THE THINGS WE DO NOT WANT TO GET THE THINGS WHICH WE DO WANT.

We believe that very great good has come to us from the meetings of the National Committees of manufacturers, jobbers and retail dealers. We believe that at the present time that the membership of all these associations would vote nearly unanimously not to return to the conditions as they existed only a few years ago. We, as a people, are only better than our forefathers because we have been educated to have and to do better things. To this extent we owe more to the community and the country we live in.

The jobber has had his own troubles and he will always have them, just the same as everyone must have them in living in this world of care. But he has some troubles which he can very easily get away from and which he must avoid to maintain his highest standard of integrity toward us. We, as the representatives of the National Retail Hardware Dealers' Association, have at various times affirmed our belief in the present method of handling Hardware, from manufacturers to jobbers and retailers. We would very naturally suppose that this declaration on our part would make every jobber in the country feel that he should reciprocate and sell only to the retail Hardware dealer; but right here is where some

JOBBERS CROSS THEIR BOUNDARIES ON TO THE DOMAIN OF THE RETAILER.

We believe that the jobber should in all cases refuse to solicit business from contractors, grocers and small general stores in towns where there are regular Hardware dealers, and going farther, they should also refuse to fill orders sent them by mail in these same towns. Where there is no regular Hardware store in the town the jobber is at liberty to use his own judgment but reciprocity demands that the jobber must, at all times look out for the retail dealer.

President Bush invited Mr. T. James Fernley, Secretary of the National Hardware Association, to address the meeting. Mr. Fernley spoke of the fraternal relations existing between the manufacterers, jobbers and retailers. He thanked the association for the opportunity given him to address the meeting.

This closed the program for the afternoon, and an adjournment was taken to the next morning, Thursday, June 20th, at 9.30 o'clock a. m.

Mr. Chandler, of the New England Association, made some announcements as to arrangements for the evening's banquet.

MORNING SESSION, THURSDAY, JUNE 20.

President Bush called the Association to order at ten o'clock.

A roll-call was taken, showing all but six of the delegates present.

James DeF. Phelps, of Windsor Locks, Conn., addressed the meeting as follows:

RESULTS: PRESENT AND FUTURE OF ASSOCIATION EFFORT IN THE EAST

The organization of the Retail Hardwaremen in the extreme East is a matter of very recent history, beginning with Pennsylvania, which State organized in 1901, with sixteen members. Its present enrollment is 325; probable membership in the future, about five hundred.

New York State organized in 1902, with forty-two members; present membership is 331; probable membership in the future, about 500.

Connecticut organized in 1903, with about 45 members; present membership is 70; probable membership in the future 85, which will include practically seven-eights of all dealers who could properly be termed Hardware dealers in that State.

The New England Hardware Dealers' Association is the outgrowth of an association of jobbers and retailers, formed at Boston, 1895, and reorganized at a strictly retail dealers' association, March 9, 1904, with membership of about 50; membership at present writing is 104, and secretary informs me that he expects membership to reach 200 this year.

Thus it is shown that these four States, organized within a space of from three to six years, starting with 155 members, now has a membership of 830, with a probable membership of 1,285 in the near future, a good healthy increase for almost any section of our country, and a decidedly encouraging one when the locality is considered, for it must be admitted that the extreme East, New England, perhaps, especially, can probably be charged with being somewhat slow to enthuse, quite apt to take a conservative position, as to the necessity of organizing.

Especially is this true of the olden and longer established dealers who no doubt have, by reason of a steady and successful past, gotten into a state where they feel that the future will yield and deliver to them in proportion to their individual effort, as the past has.

But conditions change. We are now living in an age of organization, a time when

IT IS NECESSARY TO CONCENTRATE ALL MUTUAL INTERESTS UNDER ONE HEAD,

with all the strength, financial and numerical, as is possible, back of it, in order that we as integral parts of such an organization, can keep step with the rest of the world and hold our position.

Dealers of the middle west have recognized the necessity of organization in advance of us, because of their closer proximity to evil which, although confronting them a few years ago, more especially are now something to be dealt with consistently and wisely, by the whole Hardware fraternity of this country.

And now this condition is being realized by the Eastern dealers also, and I believe that while there is less enthusiasm shown by reason of being farther away from the firing line apparently than in the middle West, that the future of the Hardware Associations in the East is bright, and that the trend is onward.

They are having more interesting and better meetings each year, many members are finding that it is to their interest in more ways than one to attend the sessions of their association meets, and when one member once gets this idea well seated, it's then that he is of value to his association.

RESULTS.

The results from organization are many more than it is possible to enumerate definitely. In the East we have become thoroughly acquainted with this fact that first of all, by reason of our association, we have gotten together, found out that the other fellow is a royal good fellow as a rule. Before this time he was just a compeitor of ours, one stone in the wall that stood in the way of our success that it seemed necessary to remove in order that we might gain the goal of our ambition.

The twofold purpose of our association is first to promote social interest and a better understanding by getting together

SO THAT WE CAN BE KEEN BUT HONORABLE COMPETITORS

and also the best of friends every day in the week, for in this day of tremendous energies every man must meet with his fellows to exchange ideas, and I never ran across the man yet from whom nothing could be gotten; second, to educate the

public to know that it takes care, skill and brains to make a good article and that it costs a fair price.

Manufacturers of Hardware, we note, recognize our associations, they show by their attention, courtesies and endeavor to have us understand thoroughly that they are interested in us, that they are taking notice, that they are thoroughly alive to the fact that the Hardware Associations are on earth and that they are a factor to be considered.

While it is true that the present method of distributing some lines of goods do not meet with our approval, it is practically certain with our associations gaining as they have been during the past few years and with a continuance of the good, consistent, level-headed leadership, which we have been favored with, these methods are bound to change for the better.

But the results that we are especially pleased to note in the East are that the associations are making of the members who attend their meetings and take an interest in them better men and broader men, and I believe it is the

BROAD-MINDED MAN WHO HARVESTS THE MOST BOUNTIFUL CROP

of the good things of this world and you will generally note that this sort of a man is a winner.

The oft-repeated saying, that a man was not in business for his health, I heard denounced as an erroneous one at a recent meeting of our association. It was contended that a man was in business for his health, and that the sooner the business men of our country realized it the sooner would they be on the right track, for men cannot live a life of pleasure away from business. They miss the joy of doing the intellectual and mental part of it that centers in the thought that many are dependent upon its effort, and I feel that I can safely report that the results of associations' effort in the East have been the laying of the foundation for a better and broader type of Hardwaremen, a more prosperous one, by reason of his ability to get a more legitimate and consistent profit on many lines, a great saving in insurance premiums, and Pennsylvania reports a decided improvement in the relations between jobber and retailer, also that they have succeeded in passing a garnishment law in that State more to their liking.

And last but not least, that our existence has been the means of the National Retail Hardware Dealers' Association Convention being held in our midst at this time, an event which cannot fail but to stimulate more earnest effort for the welfare of the associations located in the East which will in turn tend to strengthen the situation as a whole.

W. P. Bogardus, the chairman of the Fire Insurance Committee, made the following report:

REPORTS ON MUTUAL FIRE INSURANCE

The principle on which mutual insurance is based is a thoroughly practical one, and one that appeals to the people. The idea that we pay only our share of the losses and that there are no large salaries for dividends for officers and stockholders is a lure that few of us can resist. We are all tarred with the same stick when it comes to that. We want all we get at the lowest possible rates and we are not anxious to allow very large profits to any one. Mutual insurance has had its ups and downs and while it is a good method of insurance there has been times when it was very unpopular with some of the public, not because it was wrong, but because men handling the methods have been wrong and so

BROUGHT IT INTO DISFAVOR BY THEIR DISHONEST METHODS.

And so a prejudice was created, possibly with assistance that still causes many to look on the method as not a good one.

The fact that great efforts have been made in many of the State Legislatures to hedge around the subject of mutual insurance with all sorts of obstructions making it almost impossible to organize a mutual insurance company. Perhaps, it is not fair to judge, but the passing of laws to hinder the forming of mutuals has seemed to help the other style of insurance companies. But be that as it may the argument that appeals to most men is the one that can show them how to make or save a dollar. Between five and six years ago mutual insurance for Hardwaremen only was made a subject of serious thought, and the effort to solve the question was undertaken and insurance companies were organized to care for only Hardware stocks and buildings. The organization of some of these companies was made under very great difficulties and in spite of great effort on the part of other methods of insurance who had had the ear of the Legislatures for many years and had, as they hoped, made the organization of mutual insurance companies very difficult, if not impossible. But with

A WISDOM THAT HAS SHOWN RESULTS

the projectors of the companies in the interest of the Hardware trade have persevered until the success of mutual insurance companies, devoted to the Hardware business exclusively, has been thoroughly proved. The experience has demonstrated that mutuals conducted on the plans the Hardware men have adopted are based on solid economical grounds and as conducted have resulted in a saving to the insured of a very handsome per cent. of the former cost. The plan has proved so attractive that there are organized successful companies in —— States and the amount of insurance already taken runs into the millions.

That the saving should be an attractive thing was the expectation of those who agitated the measure. Their foresight is amply proved. It has been an interesting work to compile the reports of the several companies. I find that some are able and willing to declare larger rebates than others. Some have gone as high as fifty per cent. and others as low as twenty per cent. This difference comes from difference in organization and management. Some companies do not declare rebates but give credit on the next year's premium. Others remit rebate and receive full premium. And yet with either method we are proving that the Hardware store in itself is not the very dangerous risk we have been taught to believe. And we are also learning that the Hardware man has been paying insurance for not only himself but for others as well. The policy of the other methods of insurance is to average up the losses, the good risks to help pay for the poor ones. Probably a wise and prudent measure. But if we can by using our own companies that insure only Hardware stores and stocks

SAVE FROM TWENTY TO FIFTY PER CENT. ON THE AMOUNT OF PREMIUM

we have been paying, why should we not do so? In answer to this the objector says I cannot afford to insure with you. Some of my patrons are insurance agents for the other ways of insurance. I stand to lose their patronage if I go into the Hardware mutuals. How would it do for our friend, the objector, to get all his competitors to go into the Hardware mutuals? He would be doing a good thing for the mutual and his competitors and keep his insurance agent friends as well.

Sometimes I think we are apt to pass judgment on subjects without careful investigation. A not very thorough investigation brings out the following facts:

The National Company has:

Insurance in force	$1,552,237.12
Losses paid	25,530.02
Quick assets	20,934.29

The Pennsylvania Company has $1,468,119.60 insurance in force.

The Wisconsin Company shows a total amount of insurance taken since organization of $3,172,725 with a loss of only $14,065.80 and rebates on the premiums paid of $9,725.15, and having on hand at the end of three years $21,900 as resources. And having only 8.5 per cent. for expense the last year and showing a percentage of rebates for the first year of 20 per cent.; the second year, 30 per cent. and the third year, 00 per cent.

The Iowa Company shows a total of risks taken in the four years of its life of $3,743,562, with a loss of $19,457.20, and a rebate paid back to the insured of $12,187.76 and resources on hand of $20,951.73, showing a percentage of premiums returned the first year of 20 per cent.; the second year 25 per cent.; the third year of 35 per cent. and the fourth year of 35 per cent.

The Nebraska Company reports that with the risks taken and the applications on file that they will have $595,000 of insurance. That during the twenty-six months of their existence they have had losses to the amount of $2,905.70. That they have returned in rebates $1,471.01 and that they have on hand for emergencies $5,675.71. They show the percentage of rebates of 20 per cent. the first year and 25 per cent. the second. They further show that the rate of expense the second year was but 24½ per cent. and a probability of but 15 per cent. the coming year.

The Pennsylvania Company has a record of insurance taken of $1,398,730.75, having paid losses to date of $23,256.07 and in the five years of its work has accumulated $17,332.75 to provide against emergencies. Their rebate on premiums has been from 25 per cent. to 50 per cent. As their methods of paying rebates differ from the usual it is not practicable to give the rate per cent. by the year.

The National, which has been in existence about four years has written $1,448,067.69 and have had losses to the amount of $20,681.79 and have paid in rebates to the insured about $11,000, showing a percentage of rebate from 25 to 30 per cent. They have on hand quick assets of $14,723.67. The Ohio Company,

with its five years of experience, shows $1,111,585.00 to its credit; of insurance in force with losses during the term of its existence $18,518.71, and rebates paid back to the insured of $10,220.32, making an average rebate of from 20 per cent. to 25 per cent. This company has on hand cash assets $23,027.20. Owing to the difference in the statutes of the several States and a lack of uniformity in their provisions regulating mutual companies, it is very difficult to give a fair comparison:

MINNESOTA RETAIL HARDWARE MUTUAL.

Total premiums written	$319,883.38
Total losses paid	89,776.78
Total dividends declared	97,005.95
Total insurance in force	5,650,200.00
Cash assets	116,690.00
Loss ratio on total business	28%
Ratio on total business	12%
Rebates ratio	45%

But this fact comes to our notice and it is well worth considering. There is over $15,000,000 of risks taken by Hardware mutuals in force. They have paid back to the insured $68,612.24. They have live assets amounting to $149,682.10.

IS IT NOT A GOOD THING TO ENCOURAGE THE HARDWARE MUTUALS?

How can you better do it than by patronizing them? Is not the saving of twenty-five per cent. of your premiuums worth considering? Has not the management of the several companies shown careful judgment? Is it not a fact that risks scattered as Hardware risks are safer and less liable to break up a company than with companies that take several risks in one block? True, the danger from outside fires is ever with us and cannot be avoided. But have we not established our claim that Hardware risks are not as dangerous as we have been led to believe?

C. H. Miller, president of the National Hardware Mutual Fire Insurance Co., addressed the Convention on the subject of the work of the insurance company. He said:

ADDRESS BY C. H. MILLER

After the very delightful and instructive address just made by our honored ex-president, it seems almost a pity that I should disturb the pleasant impression he has left with you and in addition to my statistical report, I will call your attention to only two points of general interest to Hardware merchants as bearing on Hardware mutual insurance.

Did you ever stop to think that all fire insurance is in a certain sense mutual, whether the policy so reads or not? The assured's contribution to the surplus of the company in the shape of cash premium, whether stock or mutual, is the great source of the company's strength. The capital stock of a stock company is a comparatively small item of its assets.

ITS REAL ASSETS ARE ITS CASH PREMIUMS.

which are set aside as a reserve to which interest accumulates and from which profits accrue by investment.

Taking the report from the Insurance Department of Pennsylvania, we find an average per cent. of capital stock to insurance in force from ten Old Line companies to be one-third of one per cent., while the per cent. of premiums or cash assets to insurance in force is 1½ per cent. This is the average from ten large companies doing business in Pennsylvania having a capital stock of from $200,000 to $1,000,000 each. Notice how small a percentage the capital bears to the contingent liability for loss assumed. It is evident from these figures that the mainstay of the company is its cash assets and investments accumulated from the premiums received and not its capital stock. The point is this: if the stock companies succeed by hoarding and investing the cash premium, why not the mutual. Are the officers of our mutual companies less careful, less honest, or less capable of the saving of the people's money?

Report of committees were called for.

The Auditing Committee, Mr. McNamara chairman, reported that the committee had examined the books of the secretary and treasurer, and found same to be correct as reported.

On motion, the report was made a part of the record.

The report of the Suggestion Committee was called for.

The report was read and referred to the Committee on Constitution and By-Laws.

Reports of several committees were called for and the chairman of several committees stated they were not ready.

The Finance Committee presented its report.

The report of the Committee on Location of the Next Place of Meeting was called for.

On motion of Mr. Bogardus, the final action upon this report was deferred until to-morrow.

President Bush called for an address by Mr. E. E. Mitchell, of Morrillton, Ark.

Mr. Mitchell addressed the meeting as follows:

THE NEED OF ORGANIZATION OF THE HARDWARE MERCHANTS OF THE SOUTH

Some fifteen years ago Henry W. Grady, whose eloquence did so much to catch the ear and warm the heart of the North toward the South, speaking here in Boston to the Merchants Association told a story illustrating conditions in the South, which some of you will remember but for many reasons will bear repetition here to-day. It was the story of a funeral which took place down in Pickens county, Georgia. It was of a poor "one-gallus" fellow, whose breeches struck him under the armpits and hit at the other and about the knee—he didn't believe in decollete clothes. They buried him in the midst of a marble quarry; they cut through solid marble to make his grave, and yet a little tombstone they put above him was from Vermont. They buried him in the heart of a pine forest, and yet the pine coffin was imported from Cincinnati. They buried him within touch of an iron mine, and yet the nails in his coffin and the iron in the shovel that dug his grave were imported from Pittsburg. They buried him by the side of the best sheep-grazing country on the earth, and yet the wool in the coffin bands themselves were brought from the North. The South didn't furnish a thing on earth for that funeral but the corpse and the hole in the ground. There they put him away and the clods rattled down on his coffin, and they buried him in a New York coat, and a Boston pair of shoes, and a pair of breeches from Chicago, and a shirt from Cincinnati, leaving him nothing to carry into the next world with him to remind him of the country in which he lived and for which he fought for four years, but the chill of blood in his veins and the marrow in his bones.

Grady told you then that we had improved on these conditions at that time. He saw with unerring vision the future greatness of our section and begged us to quit talking past trouble, to smooth out the pathway that leads down from the North and hang the latch-string on the outside of the door. We have done this and millions of our countrymen have brought their capital, their energy and their genius and staked their destiny on the banks of our Southern rivers.. These things have returned us a thousand fold and

THERE ARE YET OPPORTUNITIES FOR MILLIONS MORE.

We invite them from your overcrowded cities to our cheap and sunny lands and promise them a welcome straight from the hand and heart of the South.

What is this South land that we wish to organize? It is a land that produces nearly everything from the widest range of agriculture growth to the widest limit of manufacturing and mining diversity at the lowest cost. It produces eighty per cent. of the world's cotton. Its coal and iron ore, the supply of which is unlimited, is found so convenient one to the other and the cost of mining so low that pig iron and steel can be made at a smaller cost than in any other country in the world, and promises soon to be the great iron and stell centre.

Its fruits and vegetables take first prize wherever they are exhibited and she

IS FAST BECOMING THE MARKET GARDEN OF THE NORTH,

strawberries, peaches, apples, potatoes, etc., are shipped in the solid train-loads from small towns in my State to the North and East.

About 50 per cent. of the standing timber of the United States is found in the South. In Arkansas there is enough timber yet standing beyond the echo of the woodsman's axe, which, if manufactured into lumber and sold upon the market to-day would produce a sum sufficient to buy a sister State even in New England, at its tax-book values.

Some countries have lead and zinc; some coal and iron; some granite and marble; some, oil and gas; some, phosphate; some have good agricultural lands; some, a good climate; some have waterpower; some have other advantages, but no other country on earth can boast of having all these things combined except the Southland, and to them add cotton which is the foundation of one of the greatest manufacturing interests in the world.

It is good to associate with such merchants as these and have them a part of this association. I believe with a little system-

atic work on the part of this association, we can have an organization in every Southern State and would suggest that your officers get in touch with a few of the leading Hardware men in each State through the jobbers doing business in each State. Then, get one of these men to confer with the others and fix a time and place to meet and issue a call and write to every Hardware man in the State to come to that meeting. And write to the leading jobbers doing business in such State and ask them to instruct each one of their traveling salesmen to talk up the meeting; then send to their aid at the appointed time a man like M. L. Corey or W. P. Bogardus, or a better man if you have him, but these two are all wool and a yard wide and good enough for me—they both honor our association very much.

This is the way John A. Plummer, of Marianna, Ark., started the ball to roll for us and Mr. Corey came to our first meeting and put the finishing touches on our organization for us, and we have grown every year since. It is very important that the Southern States organize and become members of the National Association, as there is more Hardware handled by others than Hardware stores in that section than most any part of our country, and we need the help and co-operation of the members of this association to help us in many ways to correct this evil.

Mr. Mitchell was followed by Delegate Woodruff, of Georgia.

Mr. Woodruff related the circumstances surrounding the formation of the Georgia Association, and of the good work Secretary Corey had accomplished in perfecting that organization.

Mr. Woodruff also painted in glowing colors the growing opportunities in the South, and especially in his portion of the South.

President Bush then introduced F. Alex. Chandler of the New England Hardware Dealers' Association who addressed the Convention on the subject of "Salesmanship Training."

He said:

SALESMANSHIP TRAINING

When asked by the Program Committee to take a place among the speakers, I naturally felt embarrassed and reticent about accepting but when it was urged that a few remarks showing a system of salesmanship training which we have established in our store would be of service to our fellow dealers, I waived my personal feeling in the matter and accepted in order to extend my co-operation to the interest of the convention.

It has always been my whim and belief that a successful business man is as valuable an asset in the community as a philosopher, minister, doctor or lawyer, and it has always seemed strange to me that the plain business man is sought at all times for advice, aid and encouragement, and yet never looked upon in the same way after receipt the same as one who gives it from a schooling of a so-called "profession." Now, my friends, are not we Hardware merchants members of a great profession and

ONE WHICH IS JUST AS HONORABLE AND NECESSARY FOR THE WELFARE OF THE COMMUNITY

at large as any which is acquired through years of study and college training and do not agree with Andrew Carnegie who regards "business as a means to an end" and thinks the greatest end is service to the community, for we have but to look about the country and its history of the past to find the hand of the merchant, and the Hardware merchant well to the front, toward the moulding of what is best in the establishment and maintenance of wholesome and practical public opinion and service. A business man can acquire his fundamental education either through the public school system or by college training, but if he enters the business field with but the grammar school training and applies himself conscientiously to the task he has set upon as his life's labor, it appears to me that he can compete successfully and honorably and maintain a stable station for himself and his family.

The matter of special attention to salesmanship training came up last fall to our firm through the solicitation from one of the many theoretical schools who wish to furnish education by correspondence, and it is without any intention to injure whatever good there may be in such system, that I remark that this line of procedure did not meet at all with the approval of our people. We did, however, have one general lecture, outlining the course, by a representative from the school and arranged a very liberal offer of sharing the expense with our people should they care to enter upon the course, but it was the almost universal opinion that the course would not appeal or work out to our advantage, and, therefore, we took up the matter along lines of our own. As a consequence of our decision, we started in immediately with a course of bi-weekly meetings to which all of our people, from the youngest-entered apprentice to the senior member of the firm, were invited. Attendance was not compulsory or urged; we simply enclosed a slip in the pay envelope on Saturday night before the meeting on the following Thursday and called for a report as to whether it was intended to attend or not to be made on the following Monday and we have averaged between 87 and 90 per cent. attendance throughout the entire course, and the average has been brought down a few points on account of positive inability to attend, owing to the absence of traveling men.

Our boys would assemble fifteen minutes after closing hours in the private dining room of a near-by restaurant where our frm served a good old-fashioned home supper which was given complimentary. After the meal had been eaten, one or two factory representatives were introduced who had samples

SHOWING THE METHOD AND DIFFERENT STAGES OF THE WORKING PROCESS OF MANUFACTURE,

and all of whom spoke in a very comprehensive and concise manner. We had a permanent secretary who acted throughout the course, the chairman being changed each evening and elected by acclamation. Following the discourse, we had a question box, and I assure you that many of the questions put by our youngest employees showed that careful thought and attention which I have even heard older men fail to express.

During the winter one of our factory people, located fifty-six miles from Boston, insisted that we have our evening there, and being unable to establish regular train service, we chartered a special train, had lunch on the way down, were met at the station by special trolley cars and escorted through the factory in groups of four, in charge of a competent demonstrator. We saw the entire process of the manufacture of twist drills and reamers and then retired to the reception or exhibition room where a collation was served and after a few exchanges of good-will remarks, we filed to the cars and train, and home. Another meeting was held at one of our factories, twenty-five miles from Boston, where we traced the manufacture of taps and dies.

Now, my friends, we did not pursue this course through any desire of advertising nor to pose as charity workers but it is the policy of our house to give all of our men a fair show and if new goods are to be shown or points to be given on the general

WE STAND READY AT ALL TIMES TO IMPART FULL INFORMATION

to our salespeople, and believe that this method has proved not only very satisfactory to ourselves but much more comprehensive and satisfactory to our friends, the customers.

We also develop and encourage in the store a spirit of cheerfulness, and I think that I do not speak selfishly when I say that I believe we have an exceptionally sunny corps of people and it certainly is very gratifying to be an officer and co-worker with such a body of men and boys; and, gentlemen, it appears to me strange that some men who have attained the privilege of being able to hang out a sign as "Hardware Merchants," should have to be urged to join an association and attend meetings, and shown wherein dollars are coming back for the few cents spent, before they will affiliate with their fellow-men and give and take information and experience at these conventions; for it certainly seems to me that if we are up-to-date and meet and mingle and broaden ourselves and then in turn return home and impart some of the enthusiasm and education to our men, that we will not only be bigger men in our trades and community but have a larger feeling of personal gratification * * * * * possibilities through the larger development of the qualities which are born in us.

THE IMPORTANCE OF ACCOMPLISHMENT IN SPITE OF DIFFICULTIES.

If a thing ought to be done, the presence of severe obstacles to its doing is only a further reason for bringing it to pass. Yet the trait of instantly showing why a thing cannot be done is keeping down more young men, and older too, in business than any other factor in their lives. Anybody can point out difficulties, but it calls for brains and courage to look beyond difficulties to the end. If you want to stay just where you are in the procession or fall steadily behind, give obstacles a first place in your life. If you want to move out from the crowd and count for something more than "average," let every obstacle be welcomed as a fresh incentive to action.

It seems to me, gentlemen, that all of us who have been to this and other of our conventions have gained something from the experiences of meeting together and I trust that if I have in this paper outlined something of interest to you that you may be willing to go back home and do something for the development and encouragement of the people who work for you, either to make them better assistants on your corps, or better educated and, therefore, cleaner and more respectable competitors.

Report of the Committee on Constitution and By-Laws was called for.

Mr. Abbott of that committee read the Constitution and By-Laws prepared for the Association as amended.

After some minor changes by the Association, the Report of the committee was accepted and the Constitution and By-Laws adopted.

Secretary Corey stated that a telegram had been received addressed to Mr. Miles from Mason City, Iowa, to the effect that his store building had been completely destroyed by fire, and the loss was practically total.

Mr. Baker moved that a committee of three be appointed to immediately express the sympathy of the Association for Mr. Miles.

The Association then took a recess until 1.30 p. m.

OPEN SESSION.

THURSDAY AFTERNOON, JUNE 20.

The principal feature of this session was an address on the "Ethics of Rate-Making," by Edgar Van Etten, Vice-President N. Y. C. & H. R. R. R."

The address was as follows:

THE ETHICS OF RATE-MAKING

My subject is, I note, "The Ethics of Rate-Making." Just why the morals of rate-making should come up now is perhaps a question. The average railroad man is looked upon just now as a rather immoral person and an undesirable citizen, and possibly he may feel something as the boy did when asked, "Johnny, are you getting any good marks at school nowadays?" "You bet I am, but they are where I can't show them."

Ethics, as we understand the definition of the word, means of, or, pertaining to, the morals, the principles or the customs of a certain thing; therefore, we had better first consider the morals of rate-making.

I am somewhat at a loss to conceive how rates, of themselves, or the act of making rates, can be considered moral or immoral. There may be good rates and there may be bad rates and

THEY ARE GOOD OR BAD ACCORDING TO THEIR APPLICATION

or according to the intention of the individual applying them. In this sense we might, I presume, say that the application of a rate to a good purpose made it a moral rate, while, if the intention was for an evil purpose, the rate would be considered an immoral one. I must admit that the distinction is, to my mind, somewhat obscure, as the application of rates differs but little, if any, from the application of prices in commercial enterprises. My lack of perception may, however, be accounted for in the fact that, having had something to do with rates for many years, I may be immoral.

But let me see if I can make my idea clear. A merchant in Springfield, Mass., comes to Boston to buy 1,000 kegs of nails. He goes to a wholesale dealer and asks the price of a certain kind, and is told $3.20 per keg. Following the bargain-counter idea he makes the same inquiry of other dealers, and, after some shopping, finds a dealer who says, "I've a note in the bank which is due this afternoon, and if you will pay cash now I'll let you have 1,000 kegs at $3.00 per keg." The Springfield man jumps at the bargain, pays his cash and departs, promising to give shipping directions within an hour or two. Nothing wrong about that transaction, is there? If the legislature should endeavor to pass a law prohibiting such bargains, what a howl would go out from an outraged community. Now, the Springfield merchant, wishing to make the same sort of a bargain for shipping his nails that he did in purchasing them, goes to the Boston & Maine Railroad people and inquires at what rate they will ship his nails to Springfield, and is told that the rate is 25 cents per keg, and upon inquiring if that is the lowest rate possible is told that it is. He then goes to the Boston & Albany Railroad and is told that the rate is 25 cents per keg. He also inquires of them if that is the lowest possible rate, and is informed that if he can have the nails delivered to the railroad that afternoon they have a train of empty cars going direct to Springfield and will haul them in that train at 20 cents per keg. Naturally, he accepts this offer. Now, in law, this last transaction is illegal; therefore, it must be immoral. I regret exceedingly that I am such an immoral individual, but both transactions seem alike to me.

Every few years a craze or wave of hysteria swoops over this country. One was the witch-craft craze, during which a number of people were deprived of their lives in one of our neighboring towns Then we have had the greenback craze, and just

AT PRESENT WE HAVE THE HYSTERIA OF RAILROAD BAITING

and municipal ownership; in fact, many magazine and yellow journal writers are busy trying to reform about every successful business in the country at so much per page. Especially, does this apply, just at the present, to the men who are supposed to own the various railroads throughout the United States. I speak advisedly when I say supposed to own. For instance, take the New York Central & Hudson River Railroad. The majority of the stock of this company is supposed to be owned by the Vanderbilts, when the fact is that they and their friends own not over one-tenth of the stock issued. How then, you say, do they continue in control? Simply because the large majority of the twelve or thirteen thousand stockholders have confidence in them—confidence in their honesty and business integrity. Take the Boston & Albany Railroad. At last reports there were 8,354 stockholders, owning 25 millions of stock. 7,082 of these owning nearly 22 millions of stock reside in the State of Massachusetts, and 4,674 of this number hold ten shares or less each, showing that the people of small savings invest in railroad stocks as a permanent savings institution. These facts prove that the good people of Massachusetts

HAVE CONFIDENCE IN THE MEN WHO ARE MANAGING THE PROPERTY

and caring for their savings. Many of you here know, more or less intimately, many or several of the men who are at the head of these corporations and directly responsible for their operation and for the making of rates. Do they not grade up well with the average business man? Would you say they could not be trusted to run a business with honest purpose and with business integrity? Now, if this is so, why not believe that their intention in rate-making and operation is honest and that they are working along the same lines that are followed by successful men in other business.

If what I have said is reasonable, then the men who make rates and the men who carry them into execution are reasonably honest and the probabilities are that so far as "pertains to the morals," rate-making is not an immoral act.

Now, let us look at the "principles of rate-making," and as the freight business of a railroad is of the most importance and the question of

RATES MORE COMPLEX THAN IN THE PASSENGER TRAFFIC,

it is to the freight branch of the service that we will turn our attention. It is an old saying that "there is nothing new under the sun," and the views which I shall try to place before you may not be new. More or less study of the writings and practices of others has imparted ideas to me which must obtain to a certain extent in anything I may say to you on this subject.

THE NATURE OF A RAILROAD CORPORATION IS TWOFOLD.

It is made a corporation by the State and is conceded certain rights, and assumes certain duties for the benefit of the public. Within certain legal limits it is subject to state regulation and to that extent is a public corporation. The people who furnish the money to build and equip the road are entitled to a reasonable profit from its operation. To this extent it is a private corporation.

From the public's point of view their benefit is of the greatest importance, while the stockholder or investor believes that the return of interest upon the money he has put into it is of most importance, and the problem of the railroad manager is to so reconcile those views that one shall not entirely subordinate the other.

The rate-making for the carriage of matter began with the old turn pikes and canals. Those who built the road or dug the ditch collected toll for their return upon their investment and for the maintenance. The party who carried the goods or articles given him to handle, was a carrier only; his charges were for carriage. Now, the railroad provides the way and also furnishes the means and carries the goods or articles given it to handle, and for this is entitled to toll and carriage. Therefore, the rate is, in part, made up of toll and carriage. Heavy loads were harder to handle than those of light weight. Therefore, weight was an important factor in determining the amount of toll. But the privilege of passing over the road was also a factor, and the toll was usually so much for a one-horse wagon or carriage and a greater amount for a two-horse vehicle, without regard to whether the vehicle was a light carriage or a heavy dray. Now, the owner of the vehicle, being limited in his carrying capacity, considered bulk, as well as weight, in making his charges for carriage, and, also based his charges upon the value of the goods carried. This early practice has been followed largely ever since, so that toll, carriage, weight, bulk and value all enter into the rate-making.

There is still another element which must be considered in the rate—the ability to pay. The surgeon recognizes this principle in

CHARGING THE MILLIONAIRE MORE FOR HIS SERVICES

than he does the patient of little means. The lawyer charges largely according to the ability of his client to pay and even the Church expects more from the member who has the most of this world's goods. The railroad follows the same idea, but instead of calling upon the individual, makes its charges higher upon the class of freight better able to pay the higher rate. In other words, the value of the freight to the shipper or receiver plus the cost of carrying, determines the final rate.

Railroad building is expensive, and when completed it can furnish transportation and nothing else. If there is no traffic, the road is worthless. A mercantile establishment may be closed and go out of business, but a railroad is expected to be operated even if it pays only operating expenses or less and usually is so run in the hope that profitable business may be had in the future.

And right here may be stated a fact which underlies many of the elements entering into the rate. A large proportion of the expenses of running a railroad are fixed and have very little relation to the income. Railroad expenses, not including profits, are divided into two general classes, namely: Fixed Charges and Operating Expenses. Fixed charges are constant. The road may have no business, but the fixed charges go on just the same and include taxes, insurance, interest, etc. Some of the operating expenses are constant, but the greater part of them are variable, depending upon the amount of traffic, so that the handling of a larger number of revenue trains, cars or tons increases the major part of the operating expenses, while the fixed charges decrease per train, per car or per ton, in proportion to the increase in the number of trains, cars or tons moved. That is to say, if the fixed charge is $1.00 per train when fifty trains are moved, it would be but fifty cents per train if one hundred trains were moved.

A RAILROAD MUST MAKE REASONABLE RATES,

and rates are reasonable when they bring a fair return upon the value of the property, plus the cost of service. Now, the value of a railroad may be more or less than the cost of the property, but be that as it may, we must first provide for the cost of the service, which must necessarily be the entire cost to the railroad for moving the particular item of traffic and includes interest and a fair return upon the capital invested, all of which should be apportioned to the particular traffic transported. This would seem to be a fair method of making rates, and, upon the face of it, would appear to be

AN EASY SOLUTION OF A REASONABLE RATE;

but let us see how it would work out in actual practice. Chester, Mass., is near the foot of the Berkshire Hills, so far as the Boston & Albany Railroad is concerned. Washington, Mass., is twelve miles from Chester and nine hundred feet higher, making a considerable grade between the two points. A locomotive fully equipped and using all its energy will haul, say, 300 tons up this grade to Washington, while the same engine in the same condition, but using hardly any

energy, will haul 1,500 or more tons down the grade to Chester, making it five or more times as expensive per ton to haul the 300 tons up the grade as to transport the 1,500 tons down the grade, yet the shipper at Chester would hardly expect us to charge him, say $15.00, for hauling a carload of stone to Washington, when the Washington shipper, based upon cost of service, could ship the same carload back to Chester for $3.00. The cost of the service for hauling a carload of grain from Albany to Boston, 200 miles, over two mountain ranges, must naturally be considerably more than for hauling the same carload from Albany to New York, 147 miles, with practically no grades, and yet the rate is the same, showing to figure rates, but they must be based upon the average cost.

The average cost per ton per mile on the New York Central last year was about six mills, but a rate of six mills per ton per mile on coal would put the manufacturers in New England out of business. The distance from Clearfield coal region to Springfield is 600 miles and at the average cost per ton per mile for the service of transporting freight, the rate on coal to Springfield would be $3.60 per ton. The actual rate is $2.50 per ton.

It is simply impossible to apportion the cost of service accurately between freight and passenger. All roads attempt to do this, but it is an arbitrary division and it is entirely out of the question to distribute the cost to each particular item moved. The man who deals in theory at once says, "You can figure the cost per ton per mile, why not make your rate—not necessarily the same on all articles—so much per ton per mile; in other words,

.. BASE THE RATE ON THE DISTANCE THE FREIGHT IS HAULED?"

Let us carry out this proposition. Albany is 200 miles from Boston and Springfield 100 miles from Boston. As an illustration let us say that the rate to Albany is $2.00 per ton. Of course, on a distance tariff, the rate to Springfield would be $1.00 per ton. A ton of freight is shipped to Albany and a ton to Springfield. The cost for loading at Boston is, say 40 cents per ton (nearly actual), and the cost for unloading at Springfield 30 cents (fair figures), and probably the same at Albany. This would leave 30 cents, or three mills, per ton per mile for carriage to Springfield, and $1.30, or 6 1-2 mills per ton per mile to Albany. This is a fair illustration of the long and short haul law still on our statutes, although practically ignored by all. It is also an illustration of the fact referred to before, that the part of the cost of service which is of fixed charges, is less per ton per mile on a long haul than on the shorter one.

It would seem, therefore, that we must go back to the principles of Adam Smith and to the methods used at the beginning of rate-making; that is, the ability to pay, or

THE VALUE OF THE SERVICE TO THE SHIPPER AND RECEIVER.

As we have seen, the value of the service for hauling coal is less than the cost of that service. This is because coal is heavy for its bulk. The coal is loaded by the shipper and unloaded by the consignee; it is of little money value compared with tons of almost any other kind of freight; it is a necessity, not only to the individual, but to the manufacturer and producer; is also largely used by all in such a manner that many other things made by its help or needed by those who use it, which, when handled by the railroad, produce a larger value of the service, and, in the aggregate, earn more than the cost of the service.

Therefore, it is quite evident that the value of the service upon some articles is less than the value of the service upon others; that upon some articles we get the actual cost of the service and upon still others we receive, and should receive more than the cost, so that the total received shall equal the total cost of the service upon the various articles. In other words, we must classify the various commodities which have practically the same value of service so that they will bear an equal proportion of the cost of the service.

The principles, therefore, of charging for the value of the service, make it necessary that we have, first, a classification of various articles into groups representing articles for which the value of the service is practically the same, and this classification is nearly the same throughout the United States. The classifications thus made have been boiled down until to-day nearly all the articles shipped over railroads are contained in six classes. The first class covers machinery, dry goods, glassware, etc., and so on up to the sixth class, which is for carload lots only, so that a person might ship a few bags of corn, which would be rated in the fifth class while if a carload of corn was shipped it would be in the sixth class and take a different rate. Classification, therefore, measures the value of the service, and while the value of the service to the shipper may be the same on all railroads the rate may be different on each railroad. For example: An article of the first class may have a rate on the N. Y., N. H. & H. R. R. to a point fifty miles away of five cents per hundred pounds, while for the same distance on the Boston & Albany Railroad the rate may be six cents, and on the Boston & Maine Railroad four cents, the rate varying because the cost of the service varies.

Many of the articles handled are transported under what is known as a "commodity or special rate." Coal is nearly always handled under this rate. Nearly all of the trans-continental rates are commodity rates. The rate on shoes, for instance, from Boston may be the same to all Pacific Coast points, and the rate is divided between the five or six roads handling them on a basis of miles hauled by each.

This value of service is what we often hear termed "All the traffic will bear," and I have tried to make clear that rates are largely made by that measure. Not all the traffic will bear to make it move freely and bring to its producers and buyers a reasonable profit. A good example of this is the rate usually made on gold ore. Ore assaying $10.00 per ton and not over $20.00, will take a rate of, say, $1.00 per ton for a certain distance, while ore valued at over $20.00 per ton will take a rate of, say, $1.50 per ton for the same distance, and so on. Numerous instances of a like nature might be mentioned, but I believe we are willing to admit that, to be of value to the whole country, rates should be elastic enough to enable the New England manufacturers to reach and

COMPETE WITH ALL OTHER LIKE MANUFACTURING CENTRES,

but if one manufacturer is to be limited in his field, by hide-bound rates, a tariff wall will be built around some communities, damaging to our natural prosperity and repugnant to our constitutional ideas. The railroad, to prevent the producers of one section or community having a complete monopoly over the consumer located in that section, tries to make the rates so that all consumers may have the benefit of all producers, so far as is possible.

The commodity rates to San Francisco, from all points east of the Mississippi River and north of the line of the Ohio River, are the same from each point, and the shoe manufacturer in Boston has an opportunity to compete in the Pacific Coast markets with the shoe manufacturer of Chicago, to the benefit of himself, as well as to the wearers of shoes in San Francisco or on the Coast. Per contra, the growers of fruits of California reach the markets of Boston and other points at the same rates charged to the Chicago consumer, thus enabling them to grow more fruit, increasing the wealth of their State and benefiting all the good people of the United States.

Now, it is only human nature that the Chicago man should think that he was being discriminated against; that by reason of his location a thousand miles nearer the Pacific Coast than is Boston, he should be in a position to control the markets nearest him. If this were so, the result would be that the Central Western States, being practically the geographical centre of population, would be greatly benefited to the

EXCLUSION OF THE PRODUCERS LOCATED FARTHER AWAY FROM THIS CENTRE,

and the manufacturing industries of New England or any extreme from the centre would be placed at a decided disadvantage simply by reason of their location.

We hold that discriminating in rate-making in favor of the individual is wrong. All producers should be placed on the same level, but to discriminate for or against locations or sections is right, and should be done.

I have tried in a crude way to give you the ethics or principles of rate-making, but after all,

THE MAKING OF RATES, ESPECIALLY COMMODITY RATES, IS ONE OF COMPROMISE,

and to effect this compromise the rates ought to possess certain elasticity.

A large building is projected in New York City, we will say. The contractor wants to use Milford Pink Granite. This means several thousand tons of the granite. The contractor tells the producers: "We want to use your stone, but your prices are too high. If you can give us lower figures we will consider it." One of the first things the quarrymen think of in figuring to reduce their price is the freight rate. They go to the freight agent and tell him that they can secure the order for ten thousand tons of granite if he can help out on the cost of transporting it to New York. They say: "The rate is $3.00 per ton. Now, if you can make it, say, $1.50 per ton, we will see what we can do to reduce the figures in the quarry, and we hope we can make a price that will secure us the order." The freight agent is anxious to secure this shipment. He sees not only the order, but the employment of a large number of men at the quarry which is located on his line, necessitating the bringing over his line the supplies they will use for a considerable period. He also knows that there are possibilities of further orders, brought about by the use of this stone in a conspicuous place, and, after some figuring as to the cost of the service, determined after consulting with the operating staff of the railroad, he tells the quarrymen that he can't make the rate $1.50 per ton, as that would be considerably below cost, but that in view of the possibilities of the future he will make a rate of $2.00 per ton. The quarrymen figure the lowest possible cost of the stone in the quarry, consistent with a living profit, add that to the rate and secure the contract, enabling them to make some money for themselves, a little for the railroad, and gives employment to a large number of men.

Now, some other quarryman on another road is going through the same experience. He gets the same rate, makes the same price, but his competitor obtains the contract. Naturally he charges discrimination, but the discrimination is against his stone and is by the purchasers. No discrimination has been made by the railroad against or for the individual. The published new rate—for all rates have to be published to comply with the law—is from Milford to New York, and may be taken advantage of by any of the quarrymen at Milford.

The rate described is one of many made in similar instances, and is, as you have seen, a compromise rate, and further illustrates the fact that quantity and distance are large factors in making rates by reducing that part of the cost of the service which is fixed charges.

After all that has been said about rate regulation, after the hysteria of officials high in our country's service, the toil and preparation given the subject by our legislative bodies, the transportation charges, or the rates, cut very little figure in the selling price of the articles transported. Aside from coal, lumber, grain and a few other products, upon which the rate is usually very little more than the cost of the service, transportation charges add but little to the cost to the consumer.

Let us say the rate on a barrel of flour from Minnesota to Boston is fifty cents per barrel, and that a barrel of flour will make 200 loaves of bread. This is for transportation some 1,500 miles, one-quarter of a cent per loaf. Not much, is it? but if the rate should be doubled to, say, $1.00 per barrel, in my opinion the bakers would at once jump the price of bread one or two cents per loaf, although the rate had increased only one-quarter cent per loaf.

The freight on a pair of shoes from Boston to Los Angeles is about two and one-half cents per pair.

Hundreds of like instances could be cited, and if you care to follow this further, a few inquiries along these lines will confirm all I have said.

There are some things in connection with this wave of hysteria now sweeping over the country that I should like to call to your attention. We have these waves frequently; sometimes they accomplish much good, and sometimes they do harm. They start in various ways and are added to and largely kept in motion by young men just out of college. These young men have reputations for a caustic pen and are employed by magazines to investigate and advise just the measures necessary to remedy the iniquities, which, as a matter of fact, do not usually exist. Once in a while we have great men who die young, but as a rule men do not become great until they are mature and usually they are specialists. If you want advice upon a complicated legal question, you go to a lawyer of experience, not to a merchant or carpenter. If one is suffering from disease and is ill unto death, the most experienced physician or surgeon is called; you do not send for an engineer or a mason. If we feel the need of spiritual advice, we go to the minister who has made this his education, his business, and not to the barkeeper or the hod-carrier. Might I suggest that the man of experience in making rates, the ordinary traffic man, is a fairly decent fellow usually, and his education and experience ought to make him the logical person best fitted to make rates, both in the interest of the railroad and the public, rather than the average lawyer or Congressman.

R. R. Williams, Hardware Editor of *The Iron Age*, New York City, then addressed the Convention on the subject,

THE TRADE PRESS

Mr. Williams said in part:

Now, first, I have a word of congratulation upon the trade press. I congratulate you because the trade press is distinctly and pre-eminently an American institution. There is no country in the world that has a trade press that compares with the trade press of the United States, and I am not now speaking of the special journals that have to do with your calling, but the trade press of the country as a whole. It stands by you. There is in connection with the trade press a multiplicity and an amplitude of organs that is simply astonishing.

EVERY LITTLE INTEREST HAS A TRADE PAPER THAT IS DEVOTED TO ITS ADVANCEMENT.

I don't know how many there are. I ought to have taken time and figured it out—how many thousands and tens of thousands of journals there are that might be characterized as trade papers.

It is, however, the quality of trade journalism that gives it its preeminence—not number, but the kind of work they are doing. I congratulate you upon that point, and I want you to remember that not only is this country preeminent in the quality and in the development of its trade journalism, but also that it is entitled to the special honor as being the country in which trade journalism originated. We did not learn it from the old world; it was something that sprung up here new and fresh.

This development of trade journalism has its pleasant side; it is an evidence, as I have already indicated, of the initiative—of the doing of a new thing to meet new conditions. I need not tell you, gentlemen, that

INITIATIVE IN BUSINESS IS A QUALITY WHICH IS BEYOND PRICE.

The great trouble with so many of us is that we follow on in the old rut. We are faithful and painstaking and we perhaps make a little money, but the merchant or the manufacturer, or the journalist who is able to strike out on a new line wisely chosen, a line in which he can make good, is one who has broad influence, who reaps an ample return, and who contributes his full quota to the advancement of mankind.

The open session was concluded by an address on "The Relation Between the Dealer and Manufacturer," by J. H. Drury, of the Union Twist Drill Co., Athol, Mass.

The address was as follows:

THE RELATION BETWEEN THE DEALER AND MANUFACTURER

This subject is one of many; the outcome of deliberations between the Association of Dealers and the Association of Manufacturers. The subject is a simple one, and it may be reduced to the two words "Mutual Interest."

The dealers' associations are, to a great extent, responsible for the creation of the manufacturers' associations, and the fact that the American Supply and Machinery Manufacturers' Association made a gain of 100 per cent. in its membership the past year, is worthy of your attention, showing that the manufacturer is fully alive to the benefits to be obtained through associations, and, as you may know, this Association is committed to the policy of protecting the dealers.

As my experience has been among the dealers in supplies, what I have to say is of course more pertinent to that portion of your business.

The manufacturer is interested in distributing his product by

THE LEAST EXPENSIVE AND MOST SATISFACTORY METHOD

and it is generally conceded that the best results are obtained through the channels of the regularly established Hardware and supply dealers. When a manufacturer solicits the assistance of a dealer for the distribution of his product, he assumes an obligation without any mental reservations. This obligation should consist of a purpose to work with the dealer, by the dealer and through the dealer, helping to a better knowledge of his product, careful attention to orders, maintenance of price, and protection as to territory. Maintenance of price is probably the most important since it effects "mutual interest."

There are many well-known manufacturers who have always followed this policy. There are many more and the number is increasing who appreciate the desirability of such a policy and this increase in numbers is brought about largely by that branch of association work which shows manufacturers that their interests may be safely entrusted to the dealers. Now, for the dealers. When a dealer adds a line of goods he also assumes an obligation and this obligation should carry out the purpose to approximate as nearly as possible the condition that would exist were the manufacturer represented by his own store.

Occasionally there are complaints among manufacturers such as the lack of practical knowledge of manufacturers' produts; a disposition to accept the criticism or complaints of customers, the replacement of goods without cost; the tendency to make reductions from the manufacturers' interest without due consideration of established resale prices.

The lack of knowledge of goods can be easily supplied. Manufacturers are usually ready to furnish ample information. The replacement of goods without cost should be carefully considered, the maintenance of price is a tribute to salesmanship. Many of the present difficulties can be overcome through salesmanship, and this naturally brings into the question, the better training of young men. From many years of observation, it has seemed to me that a

REGULAR SYSTEM OF APPRENTICESHIP

should be established or suggested by your Association. It would bring results more satisfactory to yourselves, the manufacturers and your customers.

You all know that some manufacturers are disposed to sell direct to the user at prices which do not allow the dealer a fair margin of profit, even while they encourage the dealer to carry a stock of goods. Their number, however, is growing less and you can make it still less The remedy lies in your own hands. Support those manufacturers in a practical way who are committed to a policy of supporting the dealers. Show them you can take care of their interests—you will find them appreciative and responsive, get closer together, study conditions, keep up your good work of "mutual interest." Don't expect to correct all the little evils at once.

THIS MEETING IS A SPLENDID OBJECT LESSON,

to see dealers present from all over the country, who are here at considerable sacrifice. It is worthy of the careful consideration of all manufacturers.

You have also here a large number of manufacturers who have shown by their presence an appreciation of your efforts It is safe to say they are all interested in the "Relation between the Dealer and Manufacturer."

The Convention then went into Executive Session and considered, among other things, the catalogue-house question and the sale of binder twine.

The Convention then adjourned until 9.50 a. m., Friday, June 21, 1907.

CLOSING SESSION, FRIDAY MORNING, JUNE 21.

The meeting was called to order at 9.30 a. m.

The roll-call was taken.

The next place of meeting was immediately taken up and discussed.

After nominations and discussion a ballot was taken on the place of the next meeting.

On motion, St. Louis was unanimously selected as the next place of meeting.

Reports of committees were called for.

C. H. Williams, chairman of the Legislative Committee, made his report, which, on motion, was adopted.

Mr. Bare, of the Committee on Convention Dates, presented the following report:

REPORT OF COMMITTEE ON CONVENTION DATES.

The Committee on Convention Dates begs to suggest that the States having open dates confer with the National Secretary before deciding on a convention, with the object in view of getting the convention dates so arranged that exhibitors may plan a circuit for exhibition purposes.

Report was called for from the Special Committee of which Mr. Wolbert was chairman, to confer with certain manufacturers and jobbers.

Mr. Wolbert reported that they had had a conference with several jobbers and manufacturers regarding the matter and that the jobbers had reported that they were doing the best they could, but the best they could do did not meet the views of the committee. He then read the following report:

REPORT OF SPECIAL COMMITTEE.

Gentlemen of the National Hardware Association:

Your committee appointed to confer with the manufacturers and jobbers upon evils existing in distributing their merchandise through other than legitimate channels, beg leave to report:

We had an extended and interesting conference, and we are pleased to state that we found the conferees representing both branches willing and ready to acquiesce in any reasonable request based upon and along good business lines.

We discussed, among other issues, the evils existing along schemes relating to prizes or premium lines; also, selling or soliciting business from other than retail Hardware dealers.

Your committee believes the time is ripe and the occasion a proper one for this august body to consider and we hope to adopt the following resolution: Be it

Resolved, that, inasmuch as manufacturers and jobbers of Hardware and kindred lines recognizing the retail Hardware dealers as the proper channel to market their goods, we, the National Retail Hardware Association in convention assembled do recognize and believe said manufacturers and jobbers to be our friends and that they are sincere in their efforts for our best interests.

We therefore request and urge that they shall, as soon as possible outline and establish such plans that shall eliminate from their customers such as deal in prize or premium schemes to market other lines:

Lumber dealers, who do not carry a complete stock of Hardware; grocers, who do not handle Hardware as a separate department; contractors and machine shops, manufacturers of limited output, and all other consumers of Hardware other than the United States Government and railroad companies.

Mr. Barber moved that a committee of three be appointed by the president to continue the work started by this committee.

President Bush stated that that would be a matter for the next president to act upon.

Mr. Fulton, chairman of the Committee on Resolutions, offered the following resolutions for adoption:

WHEREAS, There is an expressed purpose on the part of various weekly and monthly popular magazines to create an exclusive prejudice in favor of their advertisers—whether based on absolute and long established merit, or not—and as against any article offered for sale but not advertised in their pages; and

WHEREAS, Such practice is unfair and unjust in principle and in ethics; be it

Resolved, That we as a body protest against any such statements being promulgated, and that we request advertisers to discountenance such statements, and request a discontinuance of the practice.

WHEREAS, There is great and universal need of universal peace for humanitarian as well as commercial reasons; and

WHEREAS, The Hague Peace Conference is now in session; be it

Resolved, That this Association send a cablegram to the Hague Peace Conference conveying the following sentiment:

The Organized Retail Hardware Dealers of the United States—15,000 strong—voice their demand for permanent neutralization of the commerce of the world, the neutralization of the private commerce of belligerent natives, a general treaty of arbitration by all nations and that ultimately universal peace be accomplished.

Resolved, That the thanks of those delegates who enjoyed the privilege of the special train from Chicago to Boston be hereby expressed to our genial friend, "Pop" Bennett, to whose efforts we were indebted for the comfort and splendid arrangements that existed on the entire journey.

Resolved, That this Convention give special expression of appreciation and thanks for the cordial, bountiful and splendid entertainment given the delegates to the Convention, on Sunday, June 16, at Niagara Falls by the Oneida Community, Limited, The Carborundum Company, The Shredded Wheat Biscuit Company, The International Power Company and the Bureau of Publicity of Niagara Falls. The courtesies extended us at Niagara Falls by those mentioned were most gracious and will ever be remembered as among the most pleasant incidents of this Convention.

Resolved, That we, The National Hardware Dealers' Association, assembled in Annual Convention, tender to the city of Boston, its officials and citizens, and especially to its Mayor, our hearty thanks for the cordial welcome that has been given us and the open-handed hospitality that has been shown on all sides. And we also express the hope that to the historic traditions of Old Boston may soon be added Mayor Fitzgerald's dream of a "Bigger, Busier and Better Boston:" be it further

Resolved, We especially express, on behalf of the ladies who have been the guests of this Convention, our very great appreciation of the exceedingly gracious, open-handed, and numerous courtesies extended to them by the New England Hardware Association by the city of Boston and by the Commonwealth of Massachusetts. The beautiful hospitality exemplified by our New England friends will ever be a precious and exhaustless memory upon which we shall draw and dwell with never-lessening pleasure.

Resolved, That we, the visiting members of the National Retail Hardware Association, hereby express our earnest appreciation of the untiring efforts of the officers and members of New England Hardware Dealers' Association in making the necessary preparations for the present Convention. And we furthermore extend our most hearty thanks for the many courtesies extended the delegates, members and guests.

Resolved, That the National Hardware Dealers' Association herewith extends its hearty thanks for the courteous invitation of the Hardware manufacturers of New Britain to visit the Hardware City of New England and inspect its factories; be it

Resolved, That the thanks of this Association be extended to its officers for their efficient services during the past year, recognizing that it is largely due to their untiring and loyal efforts that the State and National organizations have attained their present high standard of commercial, ethical and financial power. We have been especially honored in the signal ability of our distinguished president, Mr. E. M. Bush, whose splendid and tactful work has accomplished so much for this organization for the past year.

WHEREAS, The different trade papers have published articles at different times which have helped the Association in fight against the Catalogue Houses.

Resolved, That the Association extend a vote of thanks to the papers for their interest in the matter.

WHEREAS, We recognize the value and the power of the Hardware trade journals and publications, and their friendly and helpful support of the policies advocated by this Association; be it

Resolved, That we extend them this expression of our gratitude for their many favors and courtesies to this Association.

WHEREAS, It has come to our knowledge that a renewed and persistent effort is to be made to induce Congress to pass a Post Parcels Bill, and

WHEREAS, The American Society of Equity, a society formed for the purpose of securing fair and remunerative prices for farm products, as well as a square deal for everybody, opposed to class legislation. And favor a community of interest as between farmers and merchants and against the building up of centralization of trade and capital; now and therefore be it

Resolved, That the National Retail Hardware Association co-operate with said American Society of Equity in their endeavors to defeat the Parcels Post Bill and other legislation that would be derogatory to our mutual interests, and assist them in their laudable efforts in building up the home and promulgating a system of education that will lead the farmer, merchant and everybody to treat each other fairly, support home institutions, foster home interests that all may share equitably in a general prosperity.

RESOLUTION OF THE NATIONAL RETAIL HARDWARE DEALERS' ASSOCIATION REGARDING A POLICY OF WATERWAY IMPROVEMENT.

WHEREAS, The National Retail Dealers' Hardware Association is as a body of business men directly interested in matters pertaining to traffic and transportation and is entitled to consideration in expressing itself upon economic questions; and

WHEREAS, the question of traffic congestion and cheap transportation are now disturbing the horizon of our present prosperous condition and merit due consideration; and

WHEREAS, The output of our products has so rapidly exceeded our railroad facilities for hauling them and promises to be even more greatly exaggerated by the construction of the Panama Canal, and the promise of increased commercial relations with the South American countries; and

WHEREAS, The speedy, comprehensive and systematic improvement of our magnificent system of natural waterways and the deepening of our harbors will serve to materially relieve possible future congestion and insure regulated freight rates by natural competition; therefore be it

Resolved, By this Association in annual convention assembled this twentieth (20th) day of June, 1907:—

1. That we strongly urge and recommend the adoption of such a policy on the part of the National Government as will lead to the speedy, systematic and comprehensive development of our water facilities to the end that they may become effective carriers of freights and natural regulators of rates.

2. That we highly commend the timely and efficient work of the National Rivers & Harbors Congress in its efforts to bring about such a policy, and strongly indorse their crusade for larger and more regular river and harbor appropriations for such improvements.

3. That copies of these Resolutions be sent to the Hon. Theodore Roosevelt, President of the United States; to the Hon. Joseph E. Ramsdell, President of the National Rivers and Harbors Congress, and to every member of the Senate and House of Representatives of the United States.

RESOLUTION CAR SIGN ADVERTISING.

WHEREAS, The question of railroads permitting the use of their cars for advertising purposes has been prejudicial to the business interest of the masses and only favors the few.

WHEREAS, The railroads are public carriers doing public service; therefore, be it

Resolved, That in our opinions the practice is wrong in policy and we do hereby petition the railroads of this country to resist from permitting the use of their cars for advertising purposes while such cars are in use for transmission of freight and other public services.

WHEREAS, It has pleased an all-wise and just God to remove from our midst and from the destiny of our Association, our most worthy member, T. Frank Ireland; and

WHEREAS, We not only deplore his loss as a man, but as a co-worker and a sincere friend of our Association; therefore, be it

Resolved, That we devote consistent space on our records to signify the loss we feel as embodied in this our resolution; and be it further

Resolved, That this expression of regret be submitted to the trade press for publication, and to his family.

GRANT W. PORTER.

Resolved, That it is the wish of this Association that all jobbers and manufacturers confine their sales in towns where there are exclusive Hardware stores to such Hardware dealers, and that they cease selling any other parties in these same towns.

W. R. MCINTOSH

Resolved, That we again affirm our opposition to the establishment of what is known as a Parcels Post in connection with the postal system of the United States. That we recommend the reduction of the rate on first-class matter, and that the rate on second-class matter be raised in such degrees as shall cause this class of matter to pay its just proportion, and in a large measure prevent the annual deficit in postal revenues. That we urge each member to make individual effort with his Congressman and Senator to see that his influence is used along these lines.

WHEREAS, The lack of uniformity in the size of pamphlet Hardware catalogues is a source of serious annoyance to the Hardware dealer.

Resolved, That we recommend the adoption by all manufacturers and jobbers so far as possible of a uniform size, approximately six

by nine inches, for all unbound Hardware catalogues of pamphlet and circular class.

Resolved, That copies of this recommendation be sent to the National Hardware Jobbers' Association.

CONVENTION EXHIBITS.

That we recommend to each State Association that they control the Exhibits of their State Conventions and control and issue their own programmes.

And we further recommend to the Executive Committee of each State Association that they confer with our National Secretary and attempt to fix such dates for the various State Conventions as will be for the best interests and convenience of all concerned.

A. R. TALBOT.

PROGRAMMES OF STATE ASSOCIATIONS.

Some of our State Associations have in the past "farmed out" or contracted with some advertising syndicate for the advertising in annual programmes. This practice has been in some cases found to be very unsatisfactory, and worked injustice to our advertising patrons.

We recommend that in future that all advertising in programmes be left in hands of each State Association, and that contracts for programme advertising be made only direct from each State Secretary's office with the advertising patron.

Inasmuch as the transportation facilities of our country have for the past few years proved themselves inadequate, and

WHEREAS, We believe greater congestion is promised before we can look for any relief from our railroads: therefore, be it

Resolved, That this Association indorse the efforts of the Deep Waterway Association to improve our rivers and harbors, and that we so signify through our various State Secretaries to the Senators and Representatives whose constituents we represent.

An additional resolution was offered and passed thanking the Ladies' Reception Committee, of Boston, for their efforts in entertaining the delegates.

And a resolution was offered and adopted, thanking the Western Union Telegraph Company for the free use of their lines; and also a resolution thanking the New England Telephone Company for the free telephone service furnished.

On motion, the resolutions were adopted.

Mr. Roberts moved that the Association take the necessary steps to become members of the National Highway and Waterway Association.

The motion was seconded and referred to the Executive Committee.

ELECTION OF OFFICERS

The Committee on Nominations offered the following report and recommendation for officers for the ensuing year:

For President—S. R. MILES, Mason City, Ia.

1st Vice-President—A. T. STEBBINS, Rochester, Minn.

2nd Vice-President—CHAS. H. WILLIAMS, Streator, Ill.

Treasurer—H. L. MCNAMARA, Janesville, Wis.

EXECUTIVE COMMITTEE.

NISH AND ROBERTS, Nebraska.

FRANK A. BARE, Ohio.

SHARON E. JONES, Indiana.

F. ALEX CHANDLER, Massachusetts.

GEORGE W. WOODRUFF, Georgia.

On motion the report of the committee was accepted and the secretary authorized to cast the vote of the Association for the nominees. This was done and they were duly declared elected.

In response to calls from the delegates, the various officers elected made brief addresses, thanking the Association for the honor conferred upon them.

President Bush stated that the Executive Committee would go into session immediately at the close of the meeting.

The Convention then adjourned *sine die*.

EXHIBITORS

An elaborate exhibit of manufacturers' products was given at the American House, thus being under the same roof with the convention hall and committee rooms. Valuable as well as useful souvenirs were given by most of the exhibitors. The list was as follows:

E. C. ATKINS & Co., Indianapolis: Saws. Represented by J. F. Carey, S. F. Perrigo, N. A. Gladding.

AMERICAN STEEL & WIRE COMPANY, Chicago: Fencing. Represented by A. L. Dietrich, J. W. Meaker, Jr., J. G. Fletcher.

ALUMINUM COOKING UTENSIL COMPANY, Pittsburgh: Aluminum Cooking Utensils. Represented by R. R. Mayfield.

BROWN & SHARPE MFG. COMPANY, Providence, R. I.: Small Tools and Cutters. Represented by H. J. Grover, C. A. Ballou and G. M. Pearse.

BAY STATE HARDWARE COMPANY, Poston. Briard Freres, Paris, France: Builders' Hardware. Represented by F. E. Mason.

ESTATE OF P. D. BECKWITH, Dowagiac, Mich.: Round Oak Stoves and Ranges. Represented by B. F. Almeda, A. E. Rudolphi.

BOMMER BROS., Brooklyn, N. Y.: Spring Hinges. Represented by W. H. Cutler and Gustav Bommer.

BURDITT & WILLIAMS COMPANY, Boston, Mass., Lowe Bros., Dayton, Ohio: High Standard Liquid Paint, Little Blue Flag Varnishes. Represented by Geo. L. Paine.

BARTHEL BLOW LAMP COMPANY, Boston: Alcohol Stoves and Torches. Kerosene Stoves and Torches. Represented by J. A. Mullen.

CORBIN CABINET LOCK COMPANY, New Britain, Conn.: Cabinet Pad and Trunk Locks. Represented by C. H. Baldwin, W. H. Booth, R. A. Catlin and John R. Dean.

CHANDLER & FARQUHAR COMPANY, Boston: Federal line Hardware specialties. Represented by H. P. Peabody, F. Alexander Chandler.

CARPENTER-MORTON COMPANY, Boston: Paints. Represented by M. E. Vose, James B. Lord, James Murphy, J. W. Campbell.

DIAMOND PASTE COMPANY, Albany, N. Y.: Represented by L. C. Hall.

DOVER MFG. COMPANY, Canal Dover, Ohio: Asbestos Sad Irons. Represented by O. A. Keyser, A. S. Howe.

HEATH & MILLIGAN MFG. COMPANY, Chicago: Paints. Represented by Walter L. Hendryx, Carl H. Dahl, John W. Adams, E. E. Seavey, H. J. Lake.

HARRISON BROS. & Co., Incorporated, Philadelphia: Town and Country Paints. Represented by H. M. Gordon, W. G. McIntyre.

HART & COOLEY, New Britain, Conn.: Steel Registers and Steel Lockers. Represented by W. E. Stevens and H. B. Stedman, Jr.

J. B. HUNTER & Co., Boston, Coburn Trolley Track Mfg. Company, Holyoke, Mass.: Represented by J. B. Hunter.

HIGHT MFG. COMPANY, Toledo, Ohio: Union Combination Square. Represented by H. C. Bussell.

HUGHES ANTI-FRICTION COMPANY, Boston: Patent Axle Oils and Greases. Represented by H. L. Moody.

H. W. JOHNS-MANVILLE COMPANY, New York: Asbestos and Magnesia Products, Packings, Roofings, Pipe Coverings. Represented by George H. Kendricks.

LANE BROS. COMPANY, Poughkeepsie, N. Y.: Store Ladders, Coffee Mills, Door Hangers, Tackle Blocks, Wagon Jacks, etc. Represented by O. K. Raymond.

LASHER MFG. COMPANY, Davenport, Iowa: Kitchen Kumfort Plate Scraper and Lasher's Spring-In Handle Pot Cover and Cabinet. Represented by C. W. Lasher, Jr.

MARTIN SKATE COMPANY, Boston: Martin Folding Skate. Represented by Chetwood Smith.

MERIDEN CUTLERY COMPANY, Meriden, Conn.: Anvil brand Cutlery. Represented by W. T. Kelley, H. G. Morse.

MINNESOTA MINING & MFG. COMPANY, Duluth, Minn.: Crystal Bay Corundum, Sandpaper, Emery Cloth. Represented by L. J. Sands, C. M. White, S. B. McLearen.

NORTON COMPANY, Worcester, Mass.: Grinding Wheels made of Alundum and India Oil Stones. Represented by Herbert Duckworth.

ONEIDA COMMUNITY, Limited, Oneida, N. Y.: Animal Traps, Iron Chains, Hammock Chains, Newhouse Grizzly Bear Trap. Represented by F. H. Primo and A. E. Kinsley.

JAMES H. PRINCE PAINT COMPANY, Boston: French Derby Paints Represented by J. H. Crocker.

PITTSBURGH PLATE GLASS COMPANY, Pittsburgh, Pa.: Plate Glass, Plate Mirrors, Sun Proof Paints, John's Asbestos Paint, Rennons-Kleinle Company's Brushes. Represented by C. E. Read, Jr., J. L. Blaisdell, Ralph H. Tasker.

STANLEY WORKS, New Britain, Conn.: Wrought Steel Butts and Hinges. Represented by L. H. Pease, W. E. Stevens, H. B. Stedman, Jr., Geo. S. Hart.

SHERWIN-WILLIAMS COMPANY, Cleveland: Paints. Represented by D. H. Thompson, R. F. Ketchum, W. H. Porter.

SOLDERENE COMPANY, Boston: Solderene specialties. Represented by Herbert W. Smith, Alfred R. Hussey.

SIMONDS MFG. COMPANY, Fitchburg, Mass.: Simonds Saws. Represented by J. E. Kelley, W. E. Culley, G. T. Curtis, W. G. Fisher, G. W. Simonds, R. D. Baldwin.

SAMSON CORDAGE WORKS, Boston: Braided Cord, including Samson Spot Cord and Railroad Cords, solid braided Mason lines. Represented by Frank J. Coakley, Royal G. Whiting.

SIMMONS HARDWARE COMPANY, St. Louis: Keen Kutter goods and general Hardware. Represented by E. H. Simmons, F. J. Semple, A. C. Penn, C. M. Wiese, C. A. Saunders, F. G. Lefavour, C. E. Barnum, R. C. Allshouse.

L. S. STARRETT COMPANY, Athol, Mass.: Mechanics' Tools. Represented by L. S. Starrett, F. A. Ball, James D. Grant, David Findlay.

WADSWORTH-HOWLAND COMPANY, Incorporated, Boston: Liquid Paints. Represented by G. H. Kimball and Charles M. Kempton.

WHITE LILY MFG. COMPANY, Davenport, Iowa: White Lily Clothes Washer. Represented by R. P. Searle and A. F. Victor.

YALE & TOWNE MFG. COMPANY, Stamford, Conn.: Night Latches, Padlocks, Builders' Hardware. Represented by John T. Boyd, James J. Young, James Moir.

The Committee on Constitution and By-Laws presented an entirely new draft of articles which after some discussion were adopted practically without amendment. While few noteworthy changes are incorporated in the constitution as adopted some points are worthy of mention, especially the fact that the treasurer is chosen by election instead of by appointment as in the past, and becomes a member of the Executive Committee; the establishment of an Advisory Board consisting of three ex-presidents of the association and the establishment of a Permanent Committee on Legislation. The following is the complete text of the new constitution and by-laws:

CONSTITUTION.

ARTICLE I.

Section 1.—The name of this association shall be the National Retail Hardware Association.

Sec. 2.—The object of this association shall be to promote the welfare of retail Hardware dealers of the United States.

ARTICLE II.

Sec. 1.—Membership in the National Retail Hardware Association shall consist of the members of any State Retail Hardware Association which shall comply with the conditions and requirements im-

posed by the National Association, and meets with the approval of the Executive Committee.

Sec. 2.—In States whose local Hardware associations accept as members other than retail dealers the National Association will permit such State Associations to work in harmony with it, but will accept as members of said State Association only such as are legitimate retail Hardware merchants, and their representatives in the National Association will be the same as other States.

Sec. 3.—A convention of the National Retail Hardware Association shall consist of the delegates elected by each State Association affiliated with the National Association having 100 members or less, and one additional vote for each additional 100 members or major fraction thereof.

Sec. 4.—When the delegation present is short full quota, those present are entitled to count full vote of State.

Sec. 5.—The fiscal year of the association will be governed by the date of the annual meetings called. Officers will hold their position until the annual meeting following.

Sec. 6.—The secretary shall be under the direction of the Executive Committee, and his duties shall be assigned by them. He shall receive all moneys paid into the association, turn same over to the treasurer and take his receipt therefor.

Sec. 7.—The Executive Committee shall pay the secretary and treasurer such salary as may be deemed necessary, and a sufficient bond shall be required from the secretary and treasurer, said bonds to be paid for by the association.

Sec. 8.—In case of a vacancy in any of the offices of this association the same shall be filled by the Executive Committee until the next meeting. The Executive Committee shall appoint an Auditing Committee to examine the books of the treasurer and secretary, and report the condition at next meeting of the association. A majority of the Executive Committee shall constitute a quorum for the transaction of business.

ARTICLE III.

Sec. 1.—The officers of this association shall be a president, a vice-president, a second vice-president, a secretary, a treasurer and an Executive Committee, which shall be composed of the president, treasurer, two vice-presidents and five members to be elected annually by the association, no two of whom shall be from the same State.

Sec. 2.—The president and vice-presidents, treasurer and Executive Committee shall be elected by ballot at the annual meeting of the association, and shall hold office until their successors are elected and qualified.

Sec. 3.—The secretary is an appointive officer under the control of the Executive Committee, which has power to remove him at any time.

Sec. 4.—The treasurer shall receive the funds of the association, and disburse them through vouchers signed by the president and secretary.

Sec. 5.—The secretary and treasurer shall file with the president a monthly report giving in total the receipts and disbursements of his office and such other detail work as may be of interest to the association.

Sec. 6.—The secretaries of the several affiliated State Associations, together with the National Secretary, shall constitute an advisory committee, whose duties shall be to aid each other in adjusting questions affecting our general interests and in obtaining a correct knowledge of unfavorable firms and conditions and suggesting plans and methods for effective work.

ARTICLE IV.

Sec. 1.—The regular meeting of the association shall be held annually at such place as may be designated by the association at such time as called by the Executive Committee.

Sec. 2.—The Executive Committee is subject to the call of the president or three members of said committee.

Sec. 3.—It shall be the duty of the president, or, in case of his inability to serve, of the vice-president, to exercise supervisory control over the affairs of the association, and to preside at all meetings of the Executive Committee, and to carry out and enforce all measures adopted by the association calculated to improve the condition of the Hardware business.

Sec. 4.—The presiding officer shall appoint at the annual meeting a sergeant-at-arms, who shall perform the usual duties of such officer.

Sec. 5.—A Legislation Committee of three shall be appointed by the chair.

Sec. 6.—The Executive Committee shall appoint an Auditing Committee of two members. They with the treasurer shall meet at the office of the National Secretary at least twice each year. The time for such meetings shall be designated by the president, or upon a signed request from three members of the Executive Committee.

Sec. 7.—An Advisory Committee shall be selected by the president, to consist of three National ex-presidents, eligible only as long as they remain in the retail Hardware trade.

Sec. 8.—The Hardware Bulletin Committee shall consist of three, the president, first vice-president and treasurer.

Sec. 9.—A Nominating Committee of seven shall be appointed by the chair, no two members from the same State.

Sec. 10.—The Committee on Constitution and By-Laws shall be composed of the six members of the Executive Committee as provided in Article III, Section 1 of the Constitution, and the second vice-president, who shall be chairman of this committee.

Sec. 11.—Amendments to the Constitution and By-Laws may be made at any regular meeting by a vote of two-thirds of the membership present, as provided by Article I, Section 4 of the Constitution. Other questions shall be decided by a majority vote.

BY-LAWS.

ARTICLE I.

The finances of the National Retail Hardware Association shall be provided as follows: Each State Association shall be assessed fifty (50) cents per capita for each member of said association in good standing. The above amount, together with 50 cents for the *Bulletin*, as provided in Article II, shall be remitted for the current year by the State secretaries to the National secretary not later than at least 10 days before the National Association meeting, for each member in good standing whose dues are fully paid. The State Secretary shall remit to the National Secretary the full amount of National dues when any delinquent member pays his State dues.

ARTICLE II.

The official publication of this association shall be the *National Hardware Bulletin*, and shall be issued monthly from the office of the secretary (the price of same being $1 per year).

In all affiliated States the secretary of such State Association, by collecting and remitting to the National Treasurer fifty (50) cents per capita, each year, may subscribe for the official bulletin for all their membership, and same will be sent regularly to the list he may furnish.

ARTICLE III.

State Associations, members of the association, shall in all official correspondence use official stationery bearing the name of the National Association, together with the name of their State Association as a branch thereof.

ARTICLE IV.

All grievances or questions that the members of various State Associations are unable to settle satisfactorily, or desire to have submitted to the National Association, shall be turned over to the secretary of this association, who with the Executive Committee shall adjust the matter, subject to appeal at the next meeting of the association.

ARTICLE V.

At meetings of the Executive Committee and all other committees the actual transportation expenses and $5 per day shall be paid each attending member by this association.

ARTICLE VI.

Five members of the Executive Committee shall constitute a quorum for the transaction of business at any meeting.

ARTICLE VII.

Representatives of a majority of the States affiliated with the National Association shall constitute a working quorum at the annual meetings.

NEW BRITAIN, CONN., HARDWARE MANUFACTURERS ENTERTAIN

Tuesday, June 25, was a gala day with the New Britain, Conn., Hardware manufacturers, which includes nearly all the local captains of industry in the city, when they had as their guests delegates from the National Retail Hardware Dealers' Association, who had been attending the annual convention at Boston, Mass. Seventy-five or more accepted the invitation to stop over at New Britain on their way home, come bringing their wives and see for themselves how the goods are made which they so largely handle in their stores scattered all over the country. Many of them admitted that what they saw was a revelation to them, as they had no such idea of the magnitude of New Britain's Hardware industries.

The New Britain manufacturers clubbed together and entertained their visitors so handsomely that they all carried home a decidedly favorable opinion of Hardware City hospitality. The city building commission readily consented to giving the manufacturers the use of the city building, formerly the Hotel Russwin, which was again made to assume the appearance of a first-class hostelry. The office downstairs was fitted up for receiving the guests upon their arrival. The walls were handsomely decorated with flags and red and white bunting.

Upstairs the dining room was used for serving a luncheon, the walls being festooned with white, delicate pink and light green draperies. A similar scheme of color was carried out in the reception room. The parlor across the hall was draped in yellow, white and royal purple. L. Hoyt Pease, secretary and treasurer of the Stanley Works, was chairman of the general committees in charge and Norman P. Cooley, treasurer of the Hart & Cooley Co., was secretary. Robert N. Peck, head of the sales department of the Stanley Rule and Level Co., was chairman of the committee on reception and transportation, and his associates were Benjamin A. Hawley, vice-president of the Russell and Erwin Co.; Charles B. Parsons, assistant secretary of the P. & F. Corbin Co.; James N. Stanley, assistant secretary of the Landers, Frary &

FILES RASPS



NICHOLSON FILE COMPANY PROVIDENCE R.I. U.S.A.

Clark Co.; Willard E. Stevens, commercial traveler for the Stanley Works; F. A. Searle, assistant treasurer of the Landers, Frary & Clark Co.

The other committees were as followe: On hotel, Clarence A. Earl, vice-president of the Corbin Screw Corporation, chairman; Albert F. Corbin, vice-president of the Union Manufacturing Co.; Carlisle H. Baldwin, treasurer of the Corbin Cabinet Lock Co. On banquet at Farmington, George P. Hart, first vice-president of the Stanley Works, chairman; Howard S. Hart, president of the Russell & Erwin Co.; Alix W. Stanley, vice-president of the Stanley Rule and Level Co.; Norman P. Cooley, treasurer of the Hart & Cooley Co. On souvenirs, Charles H. Parsons, first vice-president of the P. & F. Corbin Co.; Harris B. Humason, paymaster at the Stanley Works; Howard C. Noble, vice-president of the North & Judd Manufacturing Co.; Frederick A. Searle, assistant treasurer of the Landers, Frary & Clark Co. In charge of the ladies, A. C. McKinney, connected with the sales department of the Stanley Works; Mrs. Clarence A. Earl, Mrs. A. C. McKinney and Mrs. Herbert L. Mills.

Shortly before one o'clock the luncheon was served at the Russwin dining room. The accommodations were so taxed that only one representative from each of the local factories sat down with the company of guests. After the dinner there was a social chat, and then the party was taken out in automobiles to visit the local plants. The entire afternoon was spent in showing the retail dealers around, and giving them an insight into the way the goods are produced. Towards evening the automobiles were headed for the Country Club in Farmington, when a banquet was served at night. The affair was of an informal character, but was more thoroughly enjoyed because of this fact, combined with the excellent character of the entertainment provided. Chairman George P. Hart and his associates on the banquet committee are to be highly complimented for their foresight and arrangements.



GEORGE P. HART



CHARLES B. PARSON



CHARLES F. SMITH



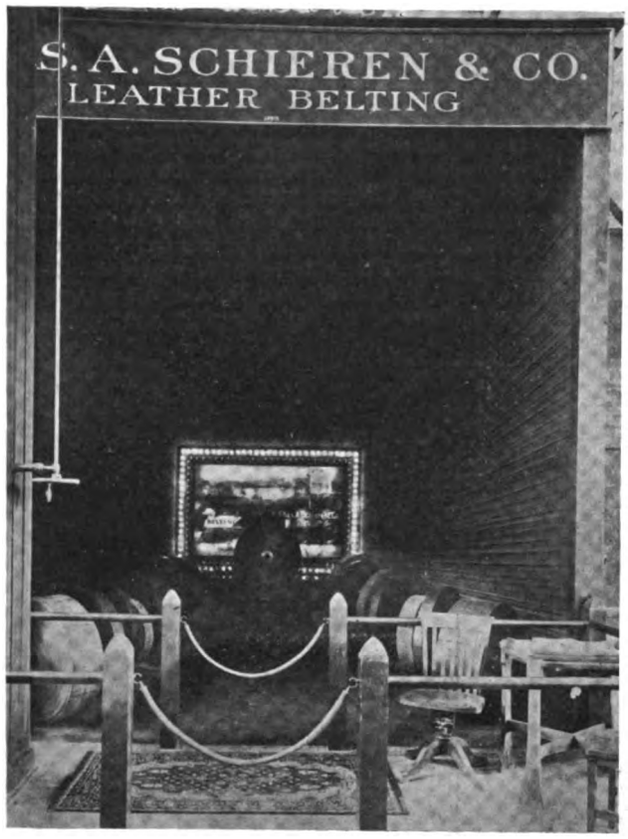
C. A. EARL

Charles F. Smith, president of the Landers, Frary & Clark Co., was toastmaster, and his ready flow of wit kept the guests in an uproar. Mayor Landers, ex-Mayor George W. Corbin, president of the Union Works; Principal Marcus White, of the State Normal School, and a number of the visitors responded to toasts. A handsome souvenir program with a picture of the Century Club on the cover, was especially designed for the occasion. After the banquet, the delegates were provided with rooms at the Elm Tree Inn, Farmington. In the morning they were conveyed by special car to Hartford.

IMPROVED CARPENTERS' TOOLS
STANLEY RULE & LEVEL CO
A TOOL THAT'S STAMPED STANLEY IS THE BEST OF ITS KIND
SOLD BY ALL HARDWARE DEALERS
NEW BRITAIN, CONN., U.S.A.

CHAS. A. SCHIEREN & CO'S EXHIBIT AT JAMESTOWN

We call the attention of our readers to the front-page advertisement of Chas. A. Schieren & Co., showing their exhibit at the Jamestown Exposition. It is a beautifully painted glass picture representing a lake, out of which flows a real water-fall upon a roll of Schieren's "Duxbak" Belting. The exhibit is designed on the lines of an interior view of a camera. From the front of the booth black cloth is draped artistically on the two sides, and top to the rear of the booth, throwing the brilliantly-lighted picture out into bold relief. The size and magnificence of this display can best be realized when it is known that the beautiful big roll of "Duxbak" Belting is eight inches in width and forty-two inches in height. The rear of the plate of glass and the frame are lit up with 148 electric lights. Appearing and disappearing signs occupy either side of the display.



CHAS. A. SCHIEREN & CO.'S EXHIBIT OF "DUXBAK" BELTING AT THE JAMESTOWN EXPOSITION.

On one side the "Duxbak" trade-mark appears, followed on the other side by the words, Chas. A. Schieren & Co., New York.

The water falls from a fissure in the glass so naturally that it appears a natural water-fall from the lake itself. It drenches the entire surface of the belt coil, and the pond formed by the overflow covers the bottom part of the coil to the depth of eight inches. Notwithstanding the fact that the belt is soaked all day long in this depth of water in the tank, it is perfectly dry and flexible when the water is turned off at night and the tank drained. In fact, the belting is so firm and solid and has so little affinity for water that it hardly appears at all wet the instant the falls are turned off. In order to further demonstrate the absolutely water-proof character of the "Duxbak" Belting the end of the roll is uncoiled and is erected under the falls so that the sides of the roll are thoroughly drenched. The water hits the belt just at the end of the lap, and plays continuously all day long right in the cement—a test to which no belt has previously been submitted. This particular coil of belt has already remained under the water one month and it is the intention of Chas. A. Schieren & Co. to leave it there during the remainder of the Exposition, having confidence that it will be as good as new at the end of that time. This is certainly convincing testimony as to the waterproof character of "Duxbak" Belting. Visitors are greatly impressed by the substantial and honest character of this test, and every one declares that in the line of Belting the "Duxbak" has proved the best thing they have seen so far.

This is in fact the severest test to which a belt can be subjected. When it merely revolves in water the tendency is to throw the water off the surface of the belt, but with the water-fall under high pressure as in Schieren's demonstration the water strives to enter every fibre of the leather, but without avail, since Schieren's Waterproof Dressing sheds it like a duck's back, and the waterproof cement makes the laps impervious as well.

The balance of this electric illumination is also very attractive. The water in the tank is bordered by a semi-circle of palms and ferns. On both sides of the booth, extending from the tank to the front of the booth, are arranged symmetrically fourteen rolls of the Schieren Belting.

WHAT IS CORUNDUM?

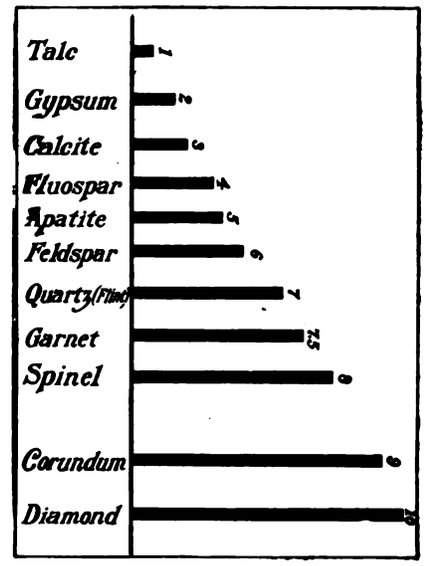
We are indebted to the Pike Mfg. Co., of Pike, N. H., for an interesting description of Corundum and how it is mined, as well as the methods they use in converting it into abrasive wheels. Next to the diamond, Corundum is the hardest mineral known, being of the same composition as the ruby, sapphire and Oriental emery, but on account of its dark color, valueless as a jewel.



CORUNDUM CRYSTALS EMBEDDED IN FELDSPAR.

The abrasive element of emery is Corundum, but so intimately mixed with iron ore that the two substances can not be profitably separated for commercial purposes. Corundum, being unmixed with any foreign element, has twice the efficiency of emery, both as regards cutting and lasting qualities. The edges of the crushed Corundum are infinitely sharper than emery.

The Pike company claim to use nothing but pure Corundum in the manufacture of their product. They make a great varie



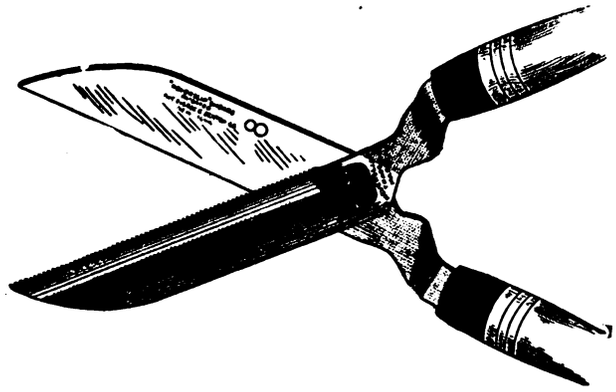
SHOWING THE RELATIVE HARDNESS OF CORUNDUM TO OTHER WELL-KNOWN MINERALS.

ty of abrasive wheels, in many grades of fineness and hardness. After drying, all are "vitrified," or burned in immense brick kilns at a heat of 3,000 degrees Fahrenheit, and before being sold are tested at a speed of 10,000 periphery feet per minute, by that means subjecting the wheel to more than three times the strain encountered when run at the speed usually recommended of 5,000 periphery feet per minute.

NEW GOODS AND SPECIALTIES

NEVERSLIP HEDGE SHEAR

The George E. Benton Company, 97-101 Reade Street, New York, are offering the Neverslip Hedge Shear, shown in the accompanying cut. The principal feature of the tool is the serrated edge running the entire length of one of the blades. This slopes toward the point, so that the cutting blade as it passes along keeps it constantly sharp. It is claimed that this serrated edge grips the object to be cut while the other blade shears it



NEVERSLIP HEDGE SHEAR

off, making a clean stroke, which leaves the hedge in excellent condition. In view of the fact that the shear is self-sharpening, the manufacturer states that the blades are well riveted together, thus avoiding the adjustment of a nut. The blades of the tool are hand forged and well polished, while the hardwood handles are twelve inches long and well tilted up, so that the hands of the user are not scratched or cut by the hedge. The shear is said to be well balanced and easy to operate. Three sizes are offered—eight, nine and ten inches. The handles have a fine cherry stain and are highly polished.

ARNOLD FOUNTAIN SAFETY RAZOR

The Arnold Safety Razor Co., Reading, Pa., are placing on the market the Arnold "Fountain" Safety Razor. In general appearance it is not unlike a fountain pen (see Fig. 1.) It is a complete razor, with twelve double-edge blades, and carried in slipped off the same as is done with a fountain pen. In this cap is contained the receptacle which hold the twelve blades. A little box marked "open" contains the blades, which are held in place by two upright pins that extend through the two perforations in each blade to prevent being shaken about and dulled. Each blade is separately wrapped in anti-rustproof paper. After the blade holder is unscrewed, reversed and screwed into barrel the blade clasp is unscrewed at its base, as shown in Fig. 2. This allows the spring to raise the guard, while the comb plate is held down to prevent blade from falling out during the operation. The blade is placed on the two small projecting pins, guard is replaced and blade holder screwed tight at base and razor is ready for shaving. In shaving this razor is held similar to an ordinary razor and at the same time possessing the "safety" feature. The "Arnold" has the cutting edge on the same plane with the handle, which allows the proper cutting angle. Each razor is sold to the trade under a strict guarantee as to a selling price.

"RADIUMITE" SAFETY RAZOR BLADE HOLDER

The Radiumite Co., 1545 West Lake Street, Chicago, Ill., are offering the trade the "Radiumite" Safety Razor Blade Holder This device is light, but substantial, the handle is silver-plated, and the jaws also have a heavy plate, making it, the makers

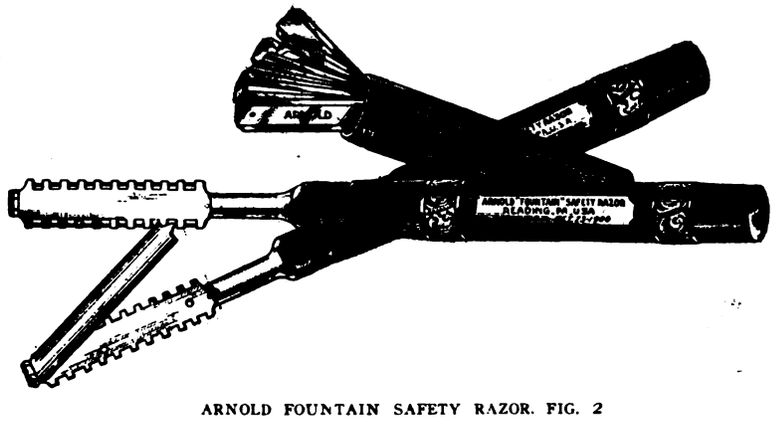


"RADIUMITE" SAFETY RAZOR BLADE HOLDER.

state, a suitable companion piece to the finest safety razor set. This holder is manufactured for the purpose of stropping safety razors of the water-blade variety. Heretofore these water blades, after becoming dull, were thrown away. The manufacturers of the holder make the claim that the water blades are fully as good, if not better, than when new, after being properly stropped. The holder can be used in connection with any hone or strop, and for any make of safety-razor blade. A mere turn



ARNOLD FOUNTAIN SAFETY RAZOR. FIG. 1



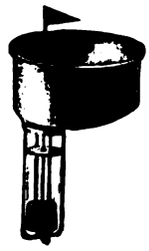
ARNOLD FOUNTAIN SAFETY RAZOR. FIG. 2

the vest pocket. The case is made of high-grade vulcanized rubber, handsomely chased, and artistically mounted with embossed gold band. The blades are of fine steel and so treated that they are rustproof. The blade clasp is made of pure German silver and does not rust. In preparing for use, the cap is

of the handle opens the jaws and the blade is instantaneously inserted. Another turn locks the jaws upon the blade, which is held true and immovable while stropping. The holder is marketed in an attractive manner, being put up in a velvet and leather case.

"NEVER-SPILL" LAMP FILLER

Wilmot Castle Co., Rochester, N. Y., manufacturers of sheet metal specialties, are placing on the market the "Never-Spill" Lamp or Lantern Filler here illustrated. The use of this device obviates the danger or overflow in filling lamps and lanterns.



"NEVER-SPILL" LAMP FILLER

When the oil fount is nearly full a small metal flag rises, being operated by a fully protected and rising float. The Filler also acts as a funnel in filling the receptacle. It retails at a moderate price.

ADJUSTABLE SHAVING AND TOILET MIRROR

The Novelty Mfg. Co., Waterbury, Conn., are distributing to the trade the Adjustable Shaving and Toilet Mirror shown herewith. It is made of brass, heavily nickeled and highly polished.

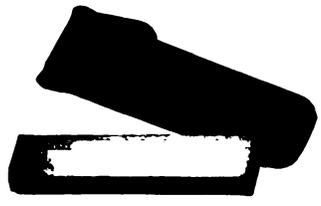


ADJUSTABLE SHAVING AND TOILET MIRROR.

It is provided with large, oval-shaped Roman bevel French plate-glass mirrors, each measuring 7 by 12 inches. These mirrors have telescoping tube and ball and socket joint, and can be put in any position desired. It is known as No. K 42.

CARBORUNDUM SPORTSMEN'S COMBINATION HONE

The Carborundum Co., Niagara Falls, N. Y., are the manufacturers of the Carborundum Sportsmen's Combination Hone, which is shown herewith. This Hone is made especially for the use of the sportsman, as it has one side of a coarse grit of carborundum, and is well suited for sharpening axes blunt knives,

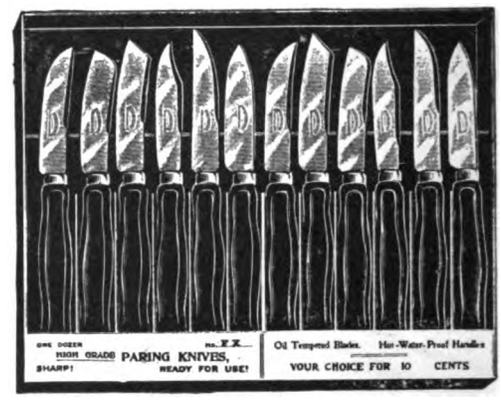


CARBORUNDUM SPORTSMEN'S COMBINATION HONE

etc., while the other side, being made of a fine grit, will put a razor edge very quickly on the knives, without leaving a "wire edge." The stone is of a very convenient size for the sportsman to carry in his pocket or kit, not too large nor too small. It is furnished in a neat, soft leather case having a snap clasp.

ASSORTED PARING KNIVES IN FANCY BOXES

Ira F. White & Son, 144 Walnut Street, Newark, N. J., are offering the trade a set of Paring Knives in fancy display boxes, one of which, No. FX, is illustrated. It is one of ten distinct assortments they are now selling in large quantities. These assortments range from the cheapest to the best in the matter



ASSORTED PARING KNIVES IN FANCY BOXES

of quality, style and finish—not only of blades, but also of handles. No. FX shows six styles of blades, mounted with special pattern flat ebonized waterproof handles. They also manufacture a large line of bread, butcher and carving knives, carving sets, "French" pattern slicers and kitchen knives, can openers, meat cleavers and tenderers, putty knives, wall scrapers, ice chisels, etc.

"NIAGARA" GALVANIZED HAMMOCK CHAIN

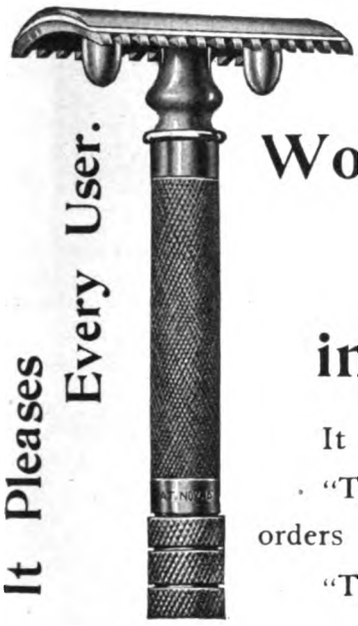
The Oneida Community, Ltd., Oneida, N. Y., are the manufacturers of the "Niagara" Galvanized Hammock Chain shown in the accompanying illustration. It is claimed these chains are much stronger than rope, and being heavily galvanized are rust-



proof. Actual tests have supported five heavy men; in fact, the tensile strength has been estimated at 1,500 pounds. Its safety is one of the points emphasized. It is easy of adjustment and will hold without slipping. The chains are furnished in three, six and nine-foot lengths, being known as short, medium and long. They are boxed attractively, each box containing a single set, being a convenient shelf package. Dealers are supplied with free samples and attractive hangers for display.

Gillette Safety Razor

NO STROPPING NO HONING



It Pleases Every User.

The Most Wonderful Selling Razor in the World



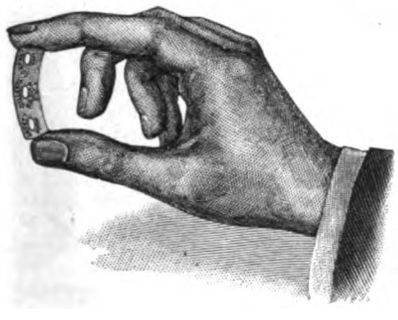
It pleases every customer, who in turn brings a new customer. "The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

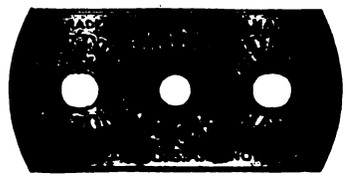
12 BLADES, 24 SHARP EDGES

Every blade will give from 20 to 40 close, smooth, comfortable shaves.

Triple silver-plated set with 12 blades, $5.00. Quadruple gold-plated set with 12 blades, $10.00
Quadruple gold-plated set with 12 blades and monogram, $12.00
Standard combination set with shaving brush and soap in triple silver-plated holders, $7.50
Other combination sets in silver and gold, up to $50.00



Standard packages of 10 blades, with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.



Sold by Leading Drug, Cutlery and Hardware Dealers

We Supply All Dealers With Signs and Booklets.

Write Us for Facts, and for Terms.



GILLETTE SALES COMPANY

Times Building - - - New York City

LEGAL CORRESPONDENCE

ANY SUBSCRIBER TO "HARDWARE" IS PRIVILEGED TO ASK ANY LEGAL QUESTION HE PLEASES IN THIS DEPARTMENT AND IT WILL BE ANSWERED FREE OF CHARGE. ADDRESS ALL COMMUNICATIONS TO LAW EDITOR "HARDWARE," 415 PRODUCE EXCHANGE, NEW YORK CITY.

ESTATE BY THE COURTESY.

QUESTION: A deeded a piece of property to B for life, remainder to her daughter C. C married D. C died, but B, her mother, is still living. On B's death what right has D in the property?

ANSWER: By the laws of New York, none whatever. On the death of a wife the law gives her husband a life estate in the lands of which she died seized, provided there was a child born of the marriage. This is called an estate by the courtesy. But in order to give the husband this right the wife must have had the actual seizin or possession of the lands during her marriage. Here it appears from your statement of facts that the life tenant B survived her daughter. Hence the daughter never had any seizin or possession of the property during her lifetime. It follows that the husband has no rights in the property, unless some were given him by his wife's will.

I. O. U.

QUESTION: Some time ago an acquaintance borrowed a sum of money of me and as evidence of the debt or security for it he simply wrote on the back of a business card "I. O. U. $25." To this he appended his signature and the date. Since then the man died. Now can I hold his estate for the debt?

ANSWER: Certainly; by proving that the money was loaned and has not been repaid. Present sworn proof of claim to his executor or administrator.

BETTER GET THE BOND.

QUESTION: I would like to have you answer the following questions: I bought a house and lot and paid part and gave a mortgage for the balance. Paid off the mortgage before it was due, but failed to get the bond. I got the mortgage and all the payments recited on it. Does it make any difference whether I have the bond or not?

ANSWER: The safest course is to obtain the bond. You should see to it that the mortgage is satisfied of record. This is done by obtaining a satisfaction piece reciting that the mortgage and bond have been paid, executed by the mortgagee, and filing the satisfaction piece with the mortgage in the office where the mortgage is recorded. Such a satisfaction piece you have a right to require the mortgagee to execute. Unless you obtain and record such a satisfaction piece the mortgage will remain a cloud on the title of your real estate and may hinder the sale of it. If such a satisfaction piece is obtained and recorded it makes little difference whether the bond is returned to you or not, though you have the right to require it to be canceled or delivered to you.

PROPERTY IN ANOTHER STATE.

QUESTION: A person dies in Pennsylvania leaving personal property in New York and other States. What must be done to collect this property?

ANSWER: The ordinary course is to take out letters testamentary or letters of administration in the State wherein the decedent resided at the time of his or her death. The executor or administrator appointed by this jurisdiction may collect the assets in other States, provided the persons having possession or control of them will voluntarily turn over the property to the executor or administrator. But the executor or administrator appointed by one State has no power as such to bring suits or enforce the payment of claims in other jurisdictions. Unless the person having control of the assets in New York and other States will voluntarily turn them over to the Pennsylvania administrator, he must procure ancillary letters in each State in which there are assets before he can compel their delivery to him.



HARDWARE PATENTS

THE FOLLOWING LISTS OF PATENTS, TRADE MARKS AND DESIGNS OF INTEREST TO OUR PATRONS ARE FURNISHED BY DAVIS & DAVIS, SOLICITORS OF AMERICAN AND FOREIGN PATENTS, WASHINGTON, D. C., AND ST. PAUL BUILDING, NEW YORK CITY.

PATENTS EXPIRED JUNE 17, 1907.

430,145. PERMUTATION PADLOCK. C. E. Peck, Kent, Ohio.
430,185. STOVE. P. Glass, Racine, Wis.
430,189. LOCK. H. L. Link, Denver, Colo.
430,344. AUGER. F. I. Hoepfle, Wilmington, Ohio.
430,401. BROILER. W. C. Perkins, New Haven, Conn.
430,402. GAS STOVE. W. C. Perkins, New Haven, Conn.
430,403. SLIDING WINDOW BLIND. G. Poppert, Milwaukee, Wis.
430,486. WASH BOILER. H. J. F. Rose, High Bluff, Manitoba, Can.

PATENTS ISSUED JUNE 18, 1907.

857,027. WASHING MACHINE. G. D. Burton, Boston, Mass.
857,028. GATE LATCH. E. F. Campbell, Andalusia, Ala.
857,104. HAMMER. W. F. Parker, Jr., Elgin, Neb.
857,129. PRUNING IMPLEMENT. D. W. Watson and D. A. Watson, Dover, N. H.
857,192. LOCK. C. P. Nixholm, Melrose, Mont.
857,212. CAN OPENER. R. T. Stevenson, Aurora, Ill.
857,220. WRENCH. E. H. Zanto, Dartford, Wis.
857,237. WRENCH. O. M. Hansford, Americus, Ga.
857,486. DOOR CHECK. J. A. Reed, Monon, Ind.

PATENTS EXPIRED JUNE 24, 1907.

430,654. CHURN. E. Kellerstrass, Excelsior Springs, Mo.
430,656. COMBINATION PIPE AND NUT WRENCH. E. E. King, Lee's Summit, Mo.
430,659. TRACE SUPPORT. H. P. Leibsle, Conrad Grove, Iowa.
430,663. SAD IRON. F. Long, Rochester, N. Y.
430,669. ANIMAL SHEARS. D. F. McDonald, Berkeley, Cal.
430,677. SHEARS. R. S. Pearsall, Sea Cliff, N. Y.
430,682. DOOR CHECK. L. R. Plank, Ashland, Ohio.
430,719. LANTERN. W. C. Winfield, Warren, Ohio.
430,815. PADLOCK. D. M. Thomas, Audenried, Pa.

PATENTS ISSUED JUNE 25, 1907.

857,623. CURTAIN STRETCHER. F. G. Hoffheins, York, Pa.
857,660. CASTER. J. E. Norwood, Baltimore, Md.
857,684. GARDEN IMPLEMENT. C. S. Stevens, Conneaut, Ohio.
857,785. EXTENSION LADDER. F. A. Bottitt, Uniontown, Kan.
857,825. PIPE WRENCH. G. Nicholson, Orangeville, Ontario, Can.
857,894. TOOL HANDLE. J. L. Osgood, Buffalo, N. Y.
858,091. LATCH. F. W. Merriweather, Kansas City, Mo.

PATENTS EXPIRED JULY 1, 1907.

431,081. NUT WRENCH. B. F. Stockford, South Bend, Ind.
431,086. BOTTLE OPENER. J. A. Traut, New Britain, Conn.
431,158. COOKING STOVE. W. H. Wooldridge, Birmingham, Ala.
431,182. CARPET STRETCHER. L. S. Denison, Penza, Ohio.
431,234. ATTACHMENT FOR CHURNS. J. Romshe, Lima, Ohio.
431,236. MONKEY WRENCH. R. Wayland-Smith, Kenwood, N. Y.
431,241. SPRING TOOTH FOR HARROWS. P. R. Wells, Detroit, Mich.
431,310. DOOR CHECK. S. D. Ashmore, Girard, Kan.

PATENTS ISSUED JULY 2, 1907.

858,434. WEATHER STRIP. F. Wuelfing, Pontiac, Mich.
858,479. LATCH OPERATING ATTACHMENT FOR DOORS. F. S. Smith, Ramona, Mich.
858,482. MECHANICAL MOVEMENT. W. Sweet, Fort Wayne, Ind.
858,544. COMBINED WEATHER STRIP AND WINDOW SUPPORTER. E. Sonntag, Chicago, Ill.
858,573. WASHING MACHINE. W. G. Chryst, Philadelphia, Pa.
858,618. COMPOUND TOOL. N. Measlan, Yorkshire, Iowa.
858,652. SAW. L. Harrison, Wellsboro, Pa.
858,653. WASHBOARD. G. Hascall, Detroit, Mich.
858,790. STOVE. J. A. Breen, Utica, N. Y.
858,826. SPADE. B. O. Pratt, Lynchburg, Ohio.
859,059. ANGULAR BIT BRACE. C. J. Haeberli and H. E. O. Schmidt, Buffalo, N. Y.



FOR THE YEAR 1907

The Old and Reasonable Objections to Gas-Heated Rooms Have at Last Been Completely Overcome and the

Royal Argand Gas Heater

by an ingenious and scientific device is made to consume every suspicion of odor. It is ornamental, and as an efficient heat distributer has no equal, producing it at a minimum cost.

Sold by All Jobbers in Hardware

REMEMBER, IT IS REALLY ODORLESS!!

ALBANY FOUNDRY CO., ALBANY, N. Y.

Send for Catalog and Price.

SECURE THE AGENCY FOR THE



-OHIO-

COMBINATION STEAM COOKER AND BAKER

THIS IS HOW WE HELP YOU

All answers to our advertising, which appears monthly before ten million women, are referred back to the dealer selling Onio Cookers in that territory.

Thousands upon thousands of inquiries are the result.

We supply you free with good readable literature, handsome display cards and a fine electrical display stand.

If this does not mean easy sales and large profits to you, we would like to know what d'es!

The Ohio Cooker is a soft snap for dealers. It is a wonderful device which saves kitchen drudgery, 50% of fuel, cooks all food deliciously, and makes tough meat tender.

Get next to this unparalleled offer at once by securing the agency.

Forty-eight page catalogue free.

THE OHIO COOKER CO.

600-17 Jefferson Ave. Toledo, Ohio

HARDWARE

"Quality" OIL HEATERS



are all that the imagination can conceive an oil stove should be—

Smokeless, Odorless Safe, Reliable--- and Salable

They are as much above the ordinary Oil Heater as a modern range is above the old-fashioned cook stove.

They sell readily at an advanced price because they look their name, and bear out the good impression in the production of heat and economy of oil.

All features of convenience.

A sample stove (freight allowed by us) will dispel your doubts.

In any case, get our catalog.

Roberts & Mander Stove Co.

Philadelphia, Pa.

RECENT TRADE PUBLICATIONS

GRIFFIN MFG. CO., Erie, Pa. Catalogue of Hinges, bound in stiff red covers. This company announce that they now have their own rolling mills and are thereby enabled at all times to get the right grade of material quickly, insuring their patrons prompt service. The contents also include a line of Hasps and Staples, Shelf Brackets, Drawer Pulls, Sash Lifts, Bolts, Door Hangers, Steel Track, Miscellaneous Hardware, etc., etc.

ENGLISH & MERSICK CO., New Haven, Conn. Catalogue of Automobile Fixtures, Mountings and Trimmings, manufactured for the trade. This company are large manufacturers of Automobile Hardware and the catalogue covers everything that could be mentioned in that line.

SNOW & PETRELLI MFG. CO., New Haven Conn., manufacturers of Yacht Cannon and Boat Specialties, have issued a booklet entitled "Joe's Marine Reverse Gears and Friction Clutches" for use on motor boats. This gear is compact and attaches close to the engine; it is light and small. On the go-ahead the gears do not operate, but the device revolves solidly with the shaft. The adjustments are simple and accessible.

ROLLMAN MFG. CO., Mt. Joy, Pa., manufacturers of Household Specialties, have distributed to the trade their Catalogue No. 1195. Included in the contents are found Meat and Food Choppers, with a price-list of parts, Peanut Butter Machines and Spice Mills, Cherry and Peach Stoners, Apple Cutters, Potato Cutters, etc. This line of specialties is well known, and the catalogue should be sent for by those interested.

HUDSON MFG. CO., Hudson, Mich., manufacturers of Hudson Bicycles, D. & J. Hangers, and Hudson Special Hangers, and represented in New York City by the New York Sporting Goods Co., 17 Warren Street, have published a catalogue of their full line, with full description of the same.

THE MARLIN FIRE ARMS CO., New Haven, Conn., have just issued a new catalogue of their Repeating Rifles and Shotguns, which is without doubt the best they have ever issued. The design on the front cover shows a realistic picture of camp life. Between the covers is described and illustrated a complete line of Marlin's repeating rifle of all calibers, repeating shotguns in twelve and sixteen gauges, giving a selection for all kinds of game and every requirement; rigid guns, take-downs, lever actions, trombone actions, pistol grips, straight grips, all grades of checking and engraving, providing every essential for men dependent on their gun for a livelihood, for protection, for food and for a vacation companion at the shore or mountains. A copy of this catalogue will be sent to any of our readers upon application for six cents to cover postage.

AVERY STAMPING CO., Cleveland, Ohio. Catalogue No. 2 of Shovels, Spades and Scoops. Regarding their Shovels the company mention the fact that although the "strap" may wear through, the blade itself is intact; the shovel remains serviceable. No wood shows at the socket, and the shorter fulcrum used enables laborers to do effective work with little fatigue. These shovels are well-balanced, and are superior in mechanical power. They are made in four regular grades.

BLESS & DRAKE, 173-177 N. J. R. R. Avenue, Newark, N. J. Illustrated catalogue of Smoothing Irons, including Mrs. Pott's Irons, Self-Heating Charcoal Irons, Salamander Irons, Tailors' Irons and Geese, Common Sad Irons, Flounce and Sleeve Irons, Laundry and Pressing Irons, Polishing Irons and Sad Iron Stands. This company has been established since 1852 and their excellent goods are well-known throughout the country.

WAGNER MFG. CO., Cedar Falls, Iowa. Catalogue No. 6 of Steel Hand Sleds.

ROYAL GAS LIGHT CO., 210 East Kinzie Street, Chicago, Ill. Catalogue No. 5 of the Royal Gem Systems of lighting, with inverted light. These systems may be installed in residences, offices, public buildings and in street lamps.

JOHNSTON-SLOCUM CO., Caro, Mich., inventors of the Adjustable Metal Horse Collar, have issued a series of booklet regarding this humane device, describing in detail its construction and merits, and which the manufacturers claim is lighter, stronger and better than a leather collar. There are no hames needed nor straps, and it will be found equally comfortable in Summer or Winter. The adjustments are of malleable iron, zinc-coated, and the result is a handsome collar, with a perfectly smooth surface. The zinc plating insures against rust, and makes an appearance strongly resembling aluminum.

KELLEY-HOW-THOMSON CO., Duluth, Minn. Catalogue for 1907 of Stoves and Ranges, consisting of Hickory and Lakeside Steel Ranges, Cast and Steel Cook Stoves, Charter Oak and New Glory Base Burners, Oak Stoves, Air Tight and Camp Heaters, Box, Laundry and Cannon Stoves, Ideal and Junior Gasoline Stoves, Blue Flame and Lamp Stoves, Oil Heaters, Drums and Ovens. A line of Camp Ware is also included in the contents, as well as a variety of Stove Accessories, making the catalogue a very comprehensive one.

GREEN PAINTED WIRE CLOTH

The question of eliminating the sale of Green Painted Screen Wire Cloth has been recently discussed to some extent, and many jobbers and retailers have discontinued the sale of it. In favor of the elimination it is pointed out that the manufacturer, jobber and retailer will not have to carry a stock of two kinds of Wire Cloth to satisfy the customer, and as no one ever drops the sale of Black Cloth to substitute Green, the contrary being true, that the Green is being dropped, it is apparent that in the near future the Green Cloth will not be in demand. In order to bring this about promptly the manufacturers believe it is wise to discontinue carrying it in stock, and jobbers and retailers are requested to co-operate with manufacturers in this effort and advise their customers to use Black Wire Cloth exclusively. Galvanized Cloths having come into the market it is now necessary for a jobber and retailer to carry a stock of the various sizes of Galvanized Wire Cloth, and in many sections also a stock of Bronze Wire Cloth. It is now proposed by the manufacturers, unless there is a very strong opposition by the Hardware jobbers, to practically discontinue the making of Green Wire Cloth, but it will be furnished upon specifications for a time, that the trade may be able to match up sizes in whatever stocks are on hand.

ANOTHER HOLD-UP!



HARDWARE CLERK— "Help. I'm falling!"



"O, very well, I'll just save myself by grabbing the line the artist has kindly drawn around the picture!"

UNIVERSAL HACK SAWS

are to the mechanic as reliable as his micrometer.

They are the standard by which the good and bad qualities of all other Hack Saws are measured.

Their use gives a sense of satisfaction because of their fine cutting qualities, and a sense of security, because the user knows that Universal Blades need not be favored.

Your name and address on a postal will secure you samples and prices

Give the samples to your customers to be severely tested.

The prices, you will discover, are no higher than asked for poor quality goods.



WEST HAVEN MFG. CO.
NEW HAVEN, CONN.



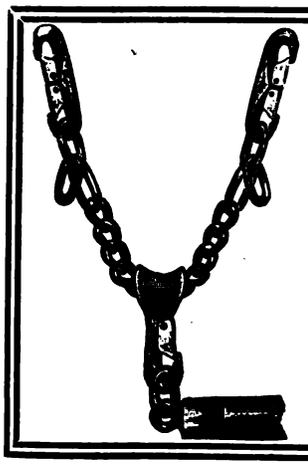
ATENTED

Ives Patent Window Stop Adjuster

PREVENTS DRAFTS, DUST AND WINDOW RATTLING

Made from one piece of metal with solid ribs and heavy bed that will no: cup, turn or bend in tightening the scre v. Send for free 50 page catalog of our WINDOW HARDWARE SPECIALTIES.

THE H. B. IVES CO.
New Haven, Conn.



COVERT
NEW PATENT
Breast Chain

Just what Every Teamster Is Looking for.

Can be adjusted to any length when it is desirable to change a team from one wagon to another. It is shortened by taking up the links successively and dropping one or more, as shown in the cut.

28, 32, 36, 40, 44 inches long. Length of centre breast chain s ap included in measurement of chain.

COVERT MFG. CO.
Troy, N. Y.

Good Hunters favor the STEVENS



RIFLES
PISTOLS and
SHOTGUNS

From the merchant's standpoint they are money-makers.

Our advertising and selling helps are furnished free to dealers and open a wide door to profits and sales.

There are no substitutes for the STEVENS

Get Our Latest Catalogs.

J. STEVENS ARMS and TOOL CO.
225 Main St., Chicopee Falls, Mass., U. S. A.

HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Allegheny, Pa.—The American Nut and Bolt Co. has increased its capital from $50,000 to $200,000. The company has purchased an entire block in Pittsburg and awarded contract for a steel building 124 by 138 feet and the capacity of the company will be trebled.

Augusta, Me.—Clyde Iron Works has been incorporated to manufacture Hardware of all kinds; capital, $600,000. President, L. A. Ingalls; treasurer, E. J. Pike; clerk, C. L. Andrews, all of Augusta, Me.

Brooklyn, N. Y.—The Long Island Wire Works have been chartered to make and sell Hardware, etc., with a capital of $15,000. The directors for the first year are J. A. King, Joseph Weis, Watie King and Agnes Weis, of Brooklyn.

Camden, N. J.—Hall Kitchen King Mfg. Co. has been incorporated to manufacture the Hall kitchen king and other kitchen utensils; capital, $100,000. Incorpoorators: H. F. Hall, F. A. Conerton, F. C. Meetler, Camden.

Cape May, N. J.—Sayer Scissors and Shears Co. has been incorporated to manufacture scissors and shears; capital, $200,000. Incorporators: T. S. Sayer, L. C. Sayer, G. S. Douglas, Cape May.

Chattanooga, Tenn.—The plant of the American Tri-Metallic Paint Co. will soon be ready for operation. The machinery is now being installed in the main building.

Chicago, Ill.—Pheoll Mfg. Co. has been incorporated to manufacture electrical specialties, machinery and tools; capital, $5,000. Incorporators: Mason Phelps, H. E. Barroll, Paul H. McCain.

Cleveland, O.—The Cleveland Time Lock Co. has been incorporated with a capital stock of $5,000, to manufacture time locks for store doors and other purposes. The company will not erect a manufacturing plant of its own.

Columbus, O.—The Columbus Woodenware Co. has been incorporated with a capital of $75,000. The company will make woodenware, washing machines and cooperage.

Finesville, N. J.—Taylor, Stiles & Co. have been incorporated to manufacture machine knives, cutlery and Hardware; capital, $120,000. Incorporators: Charles W. Griffith, Harry W. Griffin, Robert A. Shiner, Riegelsville, N. J.

Haddam, Conn.—D. H. Scovil & Co., Incorporated, have filed a certificate of incorporation. The incorporators are Joseph Porter of New Haven, Wallace Porter of Hadden and Joseph Scovil Porter of Middletown. The authorized capital stock is $100,000, all paid in. The corporation will make and sell "Scovil's Improved Planters' Hoe" and other articles of Hardware.

Kittery, Me.—Ellery Twist Drill Co. has been incorporated to manufacture tools of all kinds; capital, $10,000. President, R. L. Ellery, Portsmouth, N. H.; treasurer, B. F. Webster, Portsmouth, N. H.; clerk, A. S. Rundlett, Kittery, Me.

Nassau, N. Y.—Kosegarten Brothers have been incorporated to manufacture iron castings and Hardware; capital, $3,000 and directors: A. O. Kosegarten, C. W. Kosegarten, O. E. Kosegarten, Nassau

Oakland, Cal.—Articles of incorporation have been filed by the Kirgo Steel Co. They intend to carry on a general manufacturing business in steel and iron tools and do all sorts of machine work. The incorporators of the $350,000 concern are A. H. Newman, William Ingram, George B. Ogden, L. Thomas and Herbert D. Wise.

Portland, Me.—C. F. Kimball Co. has been incorporated to manufacture all kinds of tools, etc.; capital, $30,000. President, H. L. Cram; treasurer, A. F. Dunham; clerk, H. M. Verrill, all of Portland, Me.

Rockford, Ill—Rockford Lock Co. has been incorporated to manufacture cabinet locks and Hardware; capital, $2,500. Incorporators: E. C. Traner, G. J. Traner, F. G. Hogland.

Rockford, Ill.—The Rockford Lock Co. has been incorporated with a capital stock of $2,500, for the purpose of manufacturing cabinet locks and Hardware. This company is affiliated with the National Lock Co. of Rockford.

Sarnia, Ont.—The Cody Mfg. Co., capital stock, $50,000, to manufacture cooking, heating and lighting apparatus. Provisional directors: A. S. Cody, R. D. Cody and Thos. French, Sarnia, Ont.; C. R. Black and F. C. Kennedy, Port Huron, Mich.

Springfield, Mass.—The S. & I. Co. recently erected and equipped a plant for the manufacture of metal specialties to order, also stampings, punches, dies and special tools, and it is now in complete operation.

Sterling, Ill.—Dr. W. B. Carolus has rented the brick building formerly used as a boiler room by the Dillon Sash and Door Co. The interior of the building will be remodeled and it will be used to manufacture several of the machines manufactured by Dr. Carolus. Machinery is to be installed and the article to be made at present is a bolt and nut cutter.

Toledo, O.—The Toledo Ornamental Wire Co. has just been organized by several of the former employees of the Donovan Wire & Iron Works and will establish a plant near the Union station. The company has a capitalization of $10,000.

Toronto, Ont.—The National Corundum Wheel Co. has been incorporated to manufacture corundum and emery wheels; capital, $30,000. This company is already incorporated under the laws of the State of New York, and is now authorized to transact business in Ontario.

Wheeling, W. Va.—The Wheeling Metal & Mfg. Co. has recently purchased additional stamping machinery, which is being installed and which will double the output on certain lines of its products.

Changes and Improvements.

Alliance, O.—The McCaskey Register Co. has commenced the erection of a new building, 85x130 feet, six stories in height. The new building will have a floor space of about 95,000 square feet or double that of the present plant.

Columbus, O.—The Monarch Specialty Co., which has a plant at 115 Vine Street, for the manufacture of washing machines, water lifts, water motors and like devices, recently authorized an increase of the capital stock from $25,000 to $300,000. E. J. Smith is president of the concern.

Columbus, O.—The Safety Meter Lock Co. announce change of purposes and change of name to the Ohio Brass and Iron Mfg. Co; capital increased from $50,000 to $75,000.

Detroit, Mich.—The growing demands of business have made it necessary for the Stimpson Computing Scale Co. to seek larger quarters for its offices, and for this purpose the premises at No. 400 Gratiot avenue have been secured. Here will be located, in addition to the private offices of the members of the company and the counting room, the local and general sales offices. The plant will remain at No. 22 Antietam Street and the removal of the office to the new address will give added manufacturing facilities.

Follansbee, W. Va.—The Sheet Metal Specialty Co., whose plant was destroyed by fire some time ago, and who recently completed the erection of a two-story building, 50x150 feet, and one ironclad building, 40x50 feet, to be used as a paint shop, has equipped the former with necessary machinery and placed it in operation. In addition to the double and single wall pipe, furnace supplies, etc., formerly manufactured, a line of galvanized products, corrugated pipe, eave troughs, etc., will hereafter be made.

Grand Rapids, Mich.—The Grand Rapids Hand Screw Co. has increased its capitalization from $50,000 to $100,000 to care for its expanding business.

Jamestown, N. Y.—The Weber Mfg. Co., which is engaged in the manufacture of Hardware specialties in the Gokey building on Cherry Street, has broken ground for a new factory building. The new building will be of brick construction, two stories in height, 100 feet long and 50 feet wide.

Mansfield, O.—The Seneca Chain Co. is erecting an entirely new chain plant, in which will be installed 120 fires, to manufacture chains such as are at present being produced at the company's Kent, Ohio, plant. This material increase in capacity has been necessitated by the rapid growth in the demand of the company's product.

Nashville, Tenn.—The Allen Mfg. Co., manufacturers of steel ranges, have let a contract for a two-story brick addition to its plant, 60x80 feet, which will increase its output to fifty steel ranges per day. The lower floor will be used for manufacturing and the upper floor for storage. All contracts for machinery and tools have been placed.

Neponset, Mass.—A liquidating com-

BRISTOL'S

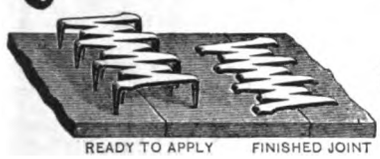
STEEL BELT LACING

The most perfect fastener for

ALL BELTS

Tons are made and sold every week.
Write for circular A. R.

THE BRISTOL CO.
Waterbury, Conn.
U. S. A.
New York—141 Liberty Street.
Chicago—753 Monadnock Bldg.



READY TO APPLY FINISHED JOINT

HARDWARE

STILLSON
TRADE MARK

The original and only

GENUINE STILLSON WRENCH



is drop forged from high-grade steel and is a marvel of strength.

Takes hold, and holds pipes, fittings, etc., without crusting them and lets go with praiseworthy promptness.

Puts the just-as-good kind in the shade always.

That's why thousands of mechanics cling to the Stillson.

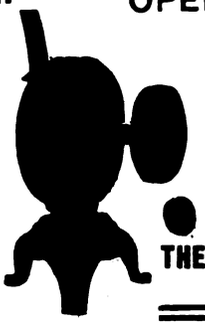


WALWORTH MFG. CO.
128-36 FEDERAL ST.
BOSTON, MASS.

NEW YORK OFFICE
PARK ROW BUILDING

FANS, MOTORS, ETC.

OPERATED BY WATER



are adjustable in every way while running and are cheaper than electrically driven motors. while they are fully as efficient, and are as "simple as rolling off a log."

WE MAKE THE BEST

Write for Circular Absolutely Free.
Copyrighted Booklet, 10 Cents, Postpaid.

AGENTS WANTED

THE A. ROSENBERG MOTOR & MFG. CO.
BALTIMORE, MD., U. S. A.

ADVERTISE
THE YEAR ROUND

MANUFACTURERS and dealers make a mistake when they cease advertising because business is booming. It takes years of continuous hammering to build up a large trade, and advertising enters largely into every successful campaign. Stop advertising and you commence to tear down what you have built up. Ground once lost can never be easily regained.

"HARDWARE"
WILL KEEP YOU IN TOUCH

Pure and Absolutely Safe

Cooking Utensils are those which will NOT SCALE OFF like cheap enamel; NOT SCORCH OR BURN like light frypans and skillets; NOT ABSORB GREASE OR FLAVORS like Cast-Iron. In a word "HYGIENIC" is the condition and "HEALTH" the result when using



"NEVER-BREAK" STEEL SPIDERS, GRIDDLES AND KETTLES.

Look for the BRAND—it is what the signature is to a bank check—you can't expect the GENUINE from more than one.

THE AVERY STAMPING CO., Cleveland, O.
Sole Mfrs. of "NEVER-BREAK" GOODS.

THE HERBRAND SAFETY RAZOR
IS THE BEST
MADE BY **THE HERBRAND CO., Frement, O.**

mittee, consisting of H. S. Burrage, T. F. Baxter, W. W. Whitmarsh and E. P. Belemy, has been appointed to close up the affairs of the Putnam Nail Co., and has placed the great plant at Neponset on the market. This plant comprises twelve acres of land, fronting on the Neponset River 1,200 feet; twenty-two buildings, including a central power station and gasometer.

Oakville, Conn.—The Oakville Co., manufacturer of wire and metal goods, has increased its capital stock from $150,000 to $300,000.

Rochester, N. Y.—The Gleason Tool Works is to put up a reinforced building as an addition to its plant in University avenue. The building will be used for pattern storage. It will cost about $15,000.

HARDWARE DEALERS' RECORD

Hardware dealers the country over are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received and promptly published.

New Stores, Incorporations, Etc.

Bayard, Neb.—J. W. Parton has opened a new Hardware store.

Corning, N. Y.—Edgar and Thomas Dimick have opened a new Hardware store at No. 52 Bridge Street in the Hurd Block.

Dallas, Tex.—H. N. Thompson Hardware Co. has been incorporated; capital stock, $30,000. Incorporators: H. N. Thompson, J. E. Randall and C. Emery.

Enpora, Miss.—Farmers' Union Hardware Co. has been incorporated; capitalized at $10,000. Incorporators: R. V. Cooper, E. D. Hayes and others.

Fishkill Landing, N. Y.—William H. Rogers, a well-known Hardware merchant, has retired from business.

Grandview, Tex.—Grandview Hardware Co. has been incorporated; capital stock, $20,000. Incorporators: O. C. Walton, J. R. Nelson and F. E. Davis.

Haskell, Tex.—The McNeil & Smith Hardware Co. has been incorporated; capital stock, $25,000. The incorporators are N. McNeil, A. J. Smith, A. C. Lewis, R. C. Montgomery and H. M. Smith.

Jonesville, S. C.—Farmers' Hardware Co. has been organized with $5,000 capital stock by R. W. Scott and M. M. Scott, of Columbia, S. C.; E. F. McWhirter, H. Hames, W. W. Wood and others, Gaffney, S. C.

Northbend, Wash.—J. E. Bell & Son have opened a new Hardware store.

Paul, Neb.—E. J. Scholl is opening a new Hardware store.

Rufus, Ore.—J. D. Landon has opened a new Hardware store.

San Jose, Cal.—Articles of incorporation of the Wright Hardware Co. have been filed. The capital stock of the corporation is $10,000.

Changes and Improvements.

Albany, N. Y.—The firm hitherto known as the Van Liew-Scott Hardware Co., has changed its name to the Scott-Voelker Hardware Co., and will continue to do business at 91 North Pearl Street. The present officers of the company are: President, Charles Voelker; vice-president, Peter McCabe; secretary-treasurer, Andrew J. Scott.

Alexandria, La.—I. C. Miller, who has for forty-two years conducted a Hardware business in this city, has retired from business. He sold his Hardware business to the wholesale firm recently organized under the name of the Alexandria Hardware Co.

Allen, Kans.—Skaggs & Gorman have been succeeded in the Hardware business by W. O. Skaggs.

Artesia, N. M.—J. R. Blair has sold his Hardware store to Enfield & Fatherree.

Bessemer, Ala.—The Long-Lewis Hardware Co. has broken ground for another ten-thousand dollar addition to their store on Second Avenue and on completion of the work the entire business of the company is to be located at that point.

Bladen, Neb.—Chas. E. Hicks has been succeeded in the Hardware business by Hicks & Phelps.

Blair, Neb.—M. Bristol has purchased the business of the Blair Hardware Co.

Brewster, Neb.—R. W. Atkinson has sold his Hardware store to Amos Burwell.

Bristow, Ia.—G. W. Miller has purchased the Hardware store of C. R. Thompson.

Brookfield, Mo.—Faut & Hauffaker have succeeded to the Hardware business of Faut & Davis.

Buffalo, Kans.—White & Blankenbecker have purchased the business of the Buffalo Hardware & Furniture Co.

Burlington, Ia.—The Drake Hardware Co. has increased its capital stock to $250,000.

Chadron, Neb.—G. H. Willis has sold his Hardware store to John White.

Chattanooga, Tenn.—Capt. Tom Fritts has sold his entire interest in the Tom Fritts Hardware Co. to J. A. Caldwell. Mr. Caldwell is at present vice-president of the company and the retirement of Capt. Fritts will necessitate a change in the officials of the company. Mr. Caldwell will succeed to the office of president.

Creston, Neb.—Mr. Wenk has sold out his Hardware store.

Decatur, Ill.—G. H. Busse has purchased the business of the Decatur Hardware & Implement Co.

Eau Clare, Wis.—The Wold Hardware Co. is going out of business.

Georgetown, Ill.—The Hardware store recently owned by Mr. Beamer has been purchased by Sam Bennett, Jas. Dillon and C. E. Lindley. It will be known as the Georgetown Hardware Co.

Girard, O.—The Zeller Hardware Co. are preparing to locate in the Sechler building in Market Street.

Grand River, Ia.—The Bone Hardware Co. has been succeeded in business by the Hamilton & Bone Hdw. Co.

Gruver, Ia.—F. G. Hillyer will discontinue his Hardware business.

Harrisburg, Neb.—Fees & Wright have succeeded to the Hardware business of Mr. Fees.

Hays, Kans.—P. A. Wasinger has sold his Hardware store to Geo. Phillips & Son.

Hot Springs, Ark.—Disheroon & Shillito have succeeded to the Hardware business of J. F. Disheroon.

Ilion, N. Y.—The firm of Grimes & Pelton, Hardware dealers, have closed a deal with L. E. Hollister and Clarence Garlock for the sale of the firm's business.

Lafayette, Ind.—Notice has been filed of a change in the name of the Campbell-Moore-Westfall Co., to the Westfall-Moore Hardware Co.

Madrid, Neb.—Price & Wheeler have succeeded to the Hardware business of Frank Wheeler.

Manhattan, Kans.—I. D. Olmstead has purchased the Hardware store of Graham & Jones.

McPherson, Kans.—A deal has just been closed whereby the Hanson & Toevs interest in the Central Hardware Co.'s store is purchased by F. J. Gateka and his son-in-law, E. E. Finkle. The firm will now consist of Gateka, Leavitt & Finkle. Mr. Gateka will be president, E. E. Finkle vice president, and C. A. Leavitt, secretary and treasurer.

Metz, Mo.—P. E. Stokes has purchased the Hardware store of Forest Taylor.

Millsap, Tex.—J. P. Baxter has sold his Hardware store to Buey & Pollard.

Montour, Ia.—Ward & Crofutt have succeeded to the Hardware business of Ward & Pederman.

Mound Valley, Kans.—A. J. Bushnell has sold his Hardware business to Mayginnis & Jamison.

Pipestone, Minn.—The Laird-Norton Co. has sold its stock to Wm.. Lockwood & Son.

Portland, Ore.—The Marshall-Wells Hardware Co. has bought a quarter block at the southwest corner of Fourteenth and Kearney streets for the purpose of erecting a warehouse in connection with their business. The purchase was made for $25,000.

South Omaha, Neb.—Darling & Son will sell their Hardware store to M. S. Newkirk.

Springfield, Mo.—Wm. H. Ream has sold his Hardware store to W. A. and J. H. Reed.

Stockton, Mo.—Wrenn & Young have been succeeded in the Hardware business by Young & Butler.

Sweetwater, Tex.—Long & Sorenson have succeeded to the business of the Sweetwater Hardware & Furniture Co.

Tallapoosa, Ga.—The well-known firm of G. W. Barton & Sons, Hardware merchants, have sold their business to Pounds & Perkins.

Tecumseh, Neb.—E. H. Bush has sold his Hardware store to W. D. Saunders.

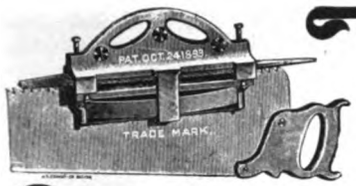
Towler, Colo.—Quin Lewis has purchased the Hardware store of Gibbons & Gibbons.

Washington, Kans.—C. R. Strong has purchased the Hardware store of G. Mayer.

Watertown, Tenn.—The Phillips Hardware Co. of this place has sold its entire stock of Hardware to the Will A. Vick Co. and the same will be moved to the Vick store at once.

Williams, Neb.—J. C. Lamb has sold his Hardware store to A. O. Boggs.

Windsor, Mo.—Marti & Winzeurid Bros. have succeeded to the Hardware business of Marti & Winzeurid.



The
PERFECT SAW JOINTER AND SKATE SHARPENER

The Only Practical Jointer

Uses any file, flat, triangular, or half round. Will "joint" or square any straight edge. A tool that no wide-awake carpenter or mechanic can afford to be without; saves time, labor, wear and tear on the hands and insures accuracy.

Used with a half-round file it is unsurpassed as a skate sharpener.

PIKE MANUFACTURING CO.
PIKE, N. H.

PARKER WIRE GOODS

PARKER General and Special designs in Wire "get there" with the fewest possible twists or crevices to harbor dirt. They are direct in purpose and substantially made—the most approved and useful patterns known.

PARKER Wire Goods will take good care of your trade. Let us send you catalog and prices.

PARKER WIRE GOODS COMPANY
1 Assonet St., Worcester, Mass., U.S.A.

JENNINGS

A7½ HAND SAW

This is the narrow width Hand Saw that you have heard so much about.

No stock complete without it.

We originated this Saw for all-around work. It is the original,—all others are imitations.

The Saw that has won its way to the front.

G. E. JENNINGS & CO.
42 Murray Street • • New York



The competent mechanic should have a

WILKINSON DRAW KNIFE

It folds into a compact space occupying but little room in the tool kit. Joints are closely fitted and do not loosen with use. Materials are A-1 in every respect.

THE HANDIEST AND MOST PRACTICAL TOOL MADE

All Hardware Dealers should carry the Wilkinson Draw Knife in stock.

Send for prices—THEY ARE RIGHT.

A. J. WILKINSON & CO.
180-88 Washington St., Boston, Mass.

ATLANTIC



Galvanized Striped Ware

Here's the issue with you, Mr. Dealer:

ATLANTIC WARE or the other kind?

IS IT SALES YOU WANT?

ATLANTIC WARE will outlast the other kind three to one. Place them side by side in your store and prove this.

IS IT PROFIT?

Then let us correspond. We will convince you that ATLANTIC WARE is a sure foundation for both sales and profits.

It is beautiful ware, made exceedingly strong and durable by its method of manufacture. It is different from all other Galvanized Ware.

We also make ATLANTIC TINWARE in great variety.
Send for our 94 page catalog, in colors.

ATLANTIC STAMPING CO.
185 Ames St. Rochester, N. Y.



Please mention HARDWARE when writing to advertisers.

BICYCLE AND SPORTING GOODS RECORD

Bicycle manufacturers and dealers the country over are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

Bay City, Mich.—Tierney Bros. have discontinued bicycles and sporting goods.

Binghamton, N. Y.—The Wilkinson Mfg. Co., maker of children's express wagons, automobiles, velocipedes and sleds, folding tables, etc., has under construction an entirely new factory, 110x160 feet in size and three stories high. The building is of brick, modern mill construction, and furnished with a new steam plant. In addition to this the company is installing new dry kilns and has acquired some adjoining property, affording needed space for handling the increasing production demanded by its trade.

Buffalo, N. Y.—F. H. Neff has purchased Kittinger's bicycle store, 1884 Niagara street.

Chicago, Ill.—The Turner & Fish Co., manufacturers of automobile steel stampings, has changed its name to the Indestructible Steel Wheel Co., and has established new offices and salesroom at 1303 Michigan Avenue. Added capital has been enlisted in the business, and the company is building a large brick and stone plant at Lebanon, Ind., which it is expected will be completed by July 1. A line of pressed steel wheels for automobiles comprises the company's chief product.

Cleveland, O.—J. B. Kavanaugh of the Hartford Rubber Works Co., latterly as manager of their Cleveland branch, has resigned that office and been succeeded by P. H. Goodall, who for a number of years has traveled Ohio for the company.

Cleveland, O.—Lister Bros., who conduct three stores in Cleveland, have converted their business into a corporation, the Lister Bicycle Co., with $10,000 capital. W. J., G. W., J. W., and T. Lister, and E. R. Lewis figure as the corporators.

Dalton, Mass.—The Pittsfield Spark Coil Co. has completed its removal from Pittsfield to Dalton, Mass. In the latter place it is possessed of a much larger plant, which will permit of more attention to the motorcycle end of the business.

Geneva, N. Y.—The Motor & Mfg. Works Co. has been chartered to manufacture engines, motors, boats, etc. The capital stock of the company is $40,000, and the incorporators are: David Reid and Thomas H. Chew, of Geneva, N. Y., and Murray Haskins, of Seneca Falls.

Goshen, Ind.—Fred Waterson has closed out his bicycle and machine shop in this city.

Grand Forks, N. D.—Summers & Fiers have bought and are operating the bicycle shop in the Arneson Hardware store.

New York, N. Y.—Arthur T. Smith, for several years Eastern representative of the G. & J. Tire Co., latterly as manager of their New York branch, has resigned . He has been succeeded by W. K. Philip, who comes from the factory at Indianapolis.

Pine Bluff, Ark.—The Imperial Wheel Co., Flint, Mich., manufacturer of vehicle and automobile wheels, has secured a five-acre site at Pine Bluff, upon which it is proposed to erect buildings for a spoke and rim factory. The plant with its machinery equipment will represent an outlay of about $30,000, and the work of construction is to be begun without delay.

Queens, N. Y.—Sackman Bros. Co. has been incorporated to manufacture toys and novelties; capital, $15,000. Incorporators: Martin Sackman, Jamaica, N. Y.; Frank T. Bartless, No. 150 E. Thirty-seventh Street, New York; E. R. W. Palter, No. 446 East Twenty-first Street, Brooklyn.

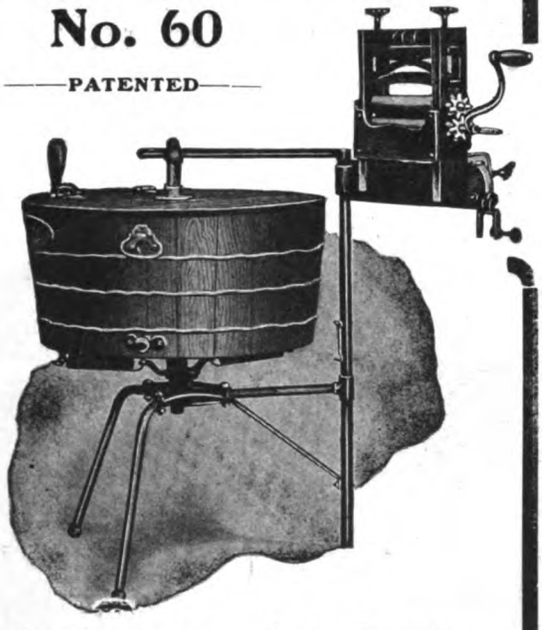
Reno, Nev.—Nevada Cycle & Mfg. Co. has dissolved, C. R. Mershon retiring; Charles Knight assumes full interest.

Embarrassments.

Elwood, Ind.—Farley A. Jack, dealer in bicycles and bicycle supplies, has recently filed a voluntary petition in bankrupcy. The liabilities are $1,500 and the assets $450.

SECURE Protection and long service by using our
ASPHALT ROOFING
Saves Repairs Saves Recoating
Saves Renewing
Send for Samples and Pamphlet.
STOWELL MF'G CO., Jersey City, N. J.

NEW HOME WASHER
No. 60
—PATENTED—



A Perfect Machine. Large Capacity.
Easy Running. Rapid.

A wonder worker and labor saver on wash day.
The price will interest *you*, Mr. Jobber.

THE STANDARD MFG. CO., Shelby, Ohio.



The CYCLONE EGG BEATER

CLEANS UP THE PROFITS

Fastest seller the trade ever saw. Beats eggs perfectly in fifteen seconds. Has fine bearings, positive foot grip to avoid slipping around bowl. Has extension crank and convenient grip.

Not to sell the CYCLONE is your loss. Get prices, also list of other hot-selling specialties included in THE BROWNE LINE FROM KINGSTON.

W. G. BROWNE MFG. CO.
KINGSTON, N. Y.

HARDWARE





Pelouze Postal Scales



Invaluable to the Office, Store and Home. They tell instantly the exact cost of postage in cents on all classes of mail matter. Warranted accurate. Made in several sizes.

National	4 lbs.	$3.00	Mail and Express	16 lbs.	$5.00
Union	2½ lbs.	2.50	Commercial	12 lbs.	3.75
Columbian	2 lbs.	2.00	U. S.	4 lbs.	2.50
Star	1 lb.	1.50	Victor	1½ lbs.	2.00

Trade supplied through principal jobbers. For sale by Leading Dealers. Send for Catalog "P."

PELOUZE SCALE & MFG. CO., 118-130 West Jackson Boulevard, Chicago.

Manufacturers also of Pelouze Celebrated Family Scales.

"The CLIFT FOLDING GARMENT HOOKS"



Particularly adapted for apartment houses and dwellings. A necessary article in halls, vestibules, closets, bath rooms, chambers, cloak rooms, restaurants, stores, auditoriums, schools and offices.

Send for pamphlet and price list.

THE CLIFT COMPANY
212 Cuyahoga Bldg., Cleveland, O.

2000 Gummed Stickers $1.00

Size 1¼ x1½ 1-1-4 Asst Colors

Dayton Label Co.
405 Arcade Building
Dayton, Ohio



There's Profit for the Dealer in

$AUER GUN$

They are best guns he can handle, from all standpoints. Send for our offer.

SCHOVERLING, DALY & GALES
302 AND 304 BROADWAY, NEW YORK

OLD IMPORTANT FIRM—Well known by the German household and iron trade and regularly calling upon all principal storekeepers throughout Germany, is open to take up sole agencies of American novelties. Please address Df. U., 2715 Rudolf Mosse, Dusselforf, Germany.

HAMILTON RIFLES



For Quick Sales and Quick Profits

We show herewith our latest and newest type

MODEL 27 PRICE $1.50

Exceedingly simple hammer action of few parts.

Automatic Ejector which releases shell when barrel is "broken down."

Length over all, 30 ins. Barrel 16 ins. long, having front knife sight, open rear adjustable sight, and chambered for R. F. 22 caliber short and long cartridges.

The outer jacket of barrel and all working parts are of steel, having a beautiful blue-black gun finish, the stock and forearm being so designed as to give symmetry and style not usual in moderate priced rifles. Tapered barrel

Weight 2 1-2 lbs. Packed in cases of ten each, weight of case being 30 lbs.

The strongest and most accurate and durable moderate priced rifle ever offered.

Send for Circular describing Models No. 22, Bolt Action Type, $3.00; No. 19, Lever Action, $2.00; No. 15, Lever Action, $1.50

THE HAMILTON RIFLE CO.
Plymouth, Mich., U.S.A.

THREE IN ONE



CLEANS AND POLISHES

PREVENTS RUST

LUBRICATES

Read the label on the bottle.
It tells its own story!

Give it a trial, it will speak louder than ever,

Sell it—it speaks the loudest then.

50 to 100 % PROFIT

on all sizes.

How many do you need?

Ask your Jobber for trial order.

G. W. COLE CO.
42 Broadway
NEW YORK

THE NEW DEPARTURE MANUFACTURING CO. TO SELL DIRECT

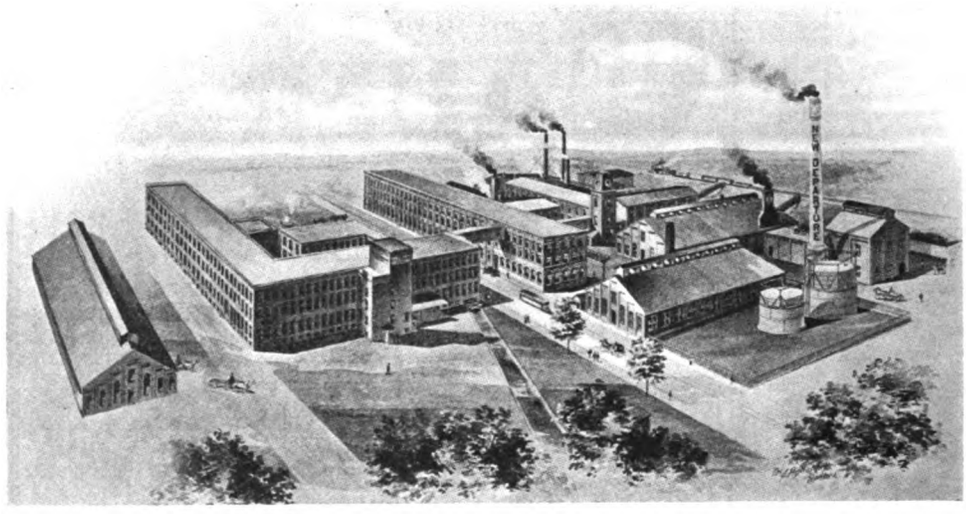
Beginning the first of August the product of the New Departure Manufacturing Co. will be sold direct from the home office and salesrooms at Bristol, Conn. The salesmen of the company will travel from Bristol and all orders will be received at and invoiced from the factory.

John H. Graham & Co., of New York, who have successfully marketed New Departure products for many years, will still look after New York City and down-town export trade.

By taking over its selling department the company places itself in line with the practice and policy of other manufacturing enterprises of like size and importance.

The salesrooms, now about complete, have been modeled on modern lines and every courtesy will be shown those who visit the home plant.

Extensions in process of construction will shortly bring the number of hands employed to one thousand or more. The "automatic department" has been operated full handed and overtime for months past, in order to meet a growing demand for the New Departure products, notably the "Incomparable" New Departure Coaster Brakes for bicycles and motorcycles. To keep pace with the very decided revival of bicycle riding in America, new machinery and additional floor space is being provided. The company has just gotten out a new motorcycle hub, showing important improvements over anything yet made.



PLANT OF THE NEW DEPARTURE MANUFACTURING CO., BRISTOL, CONN.

The manufacture of steel balls and automobile bearings will be an important industry with the company upon the completion of the plant and machinery now building.

The company recently purchased the plant and business of the Liberty Bell Co., and will continue the manufacture of the "Liberty" chime bells in addition to the extensive New Departure line. This company is the largest manufacturer of bicycle, automobile, car, fire, door, tea, office and call bells in the world. The "Liberty" trolley harps, a new and improved device, rapidly coming into favor with the street railway men, will also be manufactured.

Mr. DeWitt Page, secretary of the company, and identified with it in an official capacity since its establishment, will be at the head of the sales department. The trade has already become pleasantly and profitably acquainted with Mr. Page through the advertising department over which he has so successfully presided for several years. He retains this position and will continue to invent and distribute the really helpful "selling helps" for which he is reputed.

STANDARD HORSE NAIL CO.
NEW BRIGHTON, PA., U.S.A.
MANUFACTURE
A Full Line of Horse Nails
Send for Catalogue, Prices & Samples.

AUTOMOBILE SUNDRIES RECORD

NEW GOODS WHICH CAN BE PROFITABLY ADDED

IMPERIAL-WIXON COMPOUND AIR PUMP

The Imperial Brass Mfg. Co., 245-247 South Jefferson Street, Chicago, Ill., are the manufacturers of the Imperial-Wixon Compound Air Pump here illustrated. Automobilists who appreciate the importance of keeping their tires properly inflated will realize at a glance the value of this Double-Cylinder Compound Air Pump. In this pump one cylinder is inside of the other. On the up-stroke the air from the outer cylinder is forced into the inner cylinder, and this makes the first compression about thirty pounds. On the down-stroke this thirty-pound pressure is compounded to a very high pressure, which is conducted by an inside tube and rubber hose to the tire. This construction makes it possible to pump more air in less time with fewer strokes, and with less physical exertion than any other. Its immense air capacity and the remarkable ease with which it works is due to the entire absence of either check-valve or packing in the high-pressure space, thus eliminating the possibility of leaks or unnecessary friction. There is no complicity of parts or anything to get out of order, and the pump occupies but little space in the tool kit.



IMPERIAL-WIXON COMPOUND AIR PUMP.

"BUCKEYE" AUTOMOBILE JACK

The Buckeye Mfg. Co., Louisville, Ohio, are placing on the market the "Buckeye" No. 0 Double-Acting Automobile Jack, illustrated herewith. The frame or base is of malleable iron, the rack drop-forged steel, machine-cut teeth; the pawls are of drop-



The "FOLLETT"
NUMBERING MACHINE
PRICE $5.00
STYLE OF IMPRINT
123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.



Barrett Glass Cutters
Best in quality. Unsurpassed as sellers.
Get prices from
W. L. Barrett, Bristol, Conn.

PATENTS
procured promptly and with care in all countries. Also trade marks and copyrights.
DAVIS & DAVIS
ATTORNEYS-AT-LAW,
WASHINGTON, D. C.
St. Paul Building, NEW YORK.

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals,
Send for Catalogue. BRIDGEPORT, CONN.

THE POSTED DEALER KNOWS that H&R gives greatest revolver value for the money. The new



MODEL 1906

H & R DOUBLE ACTION REVOLVER MODEL 1906

is no exception to this rule. It is surprisingly good for the price. Surprisingly cheap for so good a revolver. Is a thoroughly well made, durable and serviceable arm. Light in weight, only ten ounces, and small in size, it is particularly adapted for those who desire a safe and efficient revolver at a moderate price, An ideal noise-maker for the Glorious Fourth. Safe for a boy to handle and has none of the disadvantages of the dangerous toy pistol. It is being extensively advertised for 4th of July trade and like the other models of this revolver is destined to have a tremendous sale. Order of your jobber early.

H & R
Greatest Revolver Value for the Money.

Specifications { 22 Caliber, Seven Shot, Rim Fire, Double Action; 2½ in. barrel, finest nickel finish. Also made with 4½ in and 6 in barrel.

The Celebrated H & R HAMMERLESS is always a good seller.
Write for Catalog of Revolvers and Single Barrel Shot Guns.

HARRINGTON & RICARDSON ARMS CO.,
315 PARK AVENUE, WORCESTER, MASS.

THE FISHERMAN
Finds great pleasure in using

KINGFISHER LINES

His imagination can not conceive anything better. He knows that KINGFISHER LINES are strong, pliable, wear well, will not kink and offer him the variety of colors, textures and weights that the utmost needs of his sport demand.

Once a fisherman uses KINGFISHER LINES he ties up to them for good and all time.

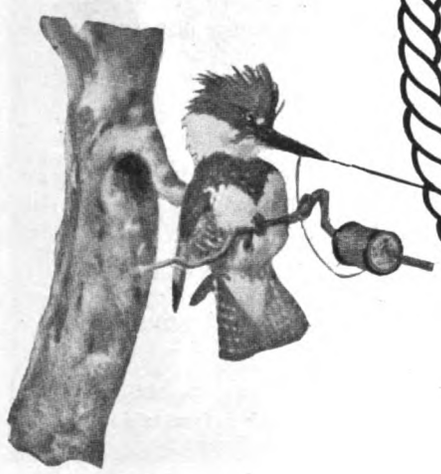
DEALERS, TAKE NOTICE!

Here is a chance for you to create desirable and profitable trade. Cater to the fisherman. He is a good spender. KINGFISHER LINES will interest him in QUALITY and pave the way for many other profitable sales of Fishing Tackle for you.

Our trade is permanent and uniform in character because the dealer's trade in KINGFISHER LINES is permanent and uniform. Our interests are therefore mutual.

We sell direct to jobbers only.

Get our catalogue NOW.





E. J. MARTIN'S SONS
10 HILL ST.
Rockville, Conn.

forged open-hearth steel of high carbon, the fulcrum pin is high carbon rolled steel, machined, the bearings of hardened steel, and the handles are of selected ash or hickory. The large rectangular-shaped base gives great lifting strength, and admits of the Jack being used in close quarters. The ribs on base combine great strength with comparative light weight. The Jack is adapted to high or low-set loads by using either the top of



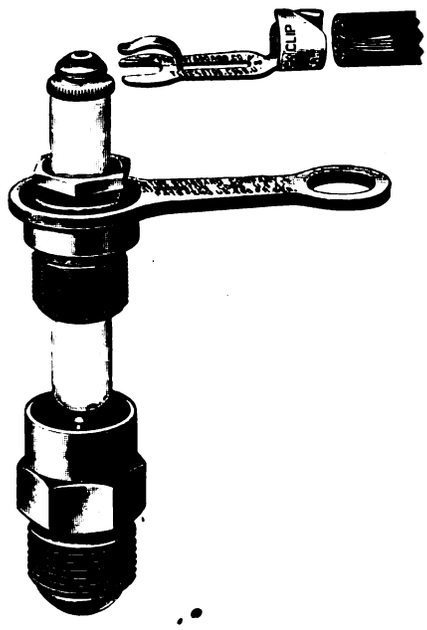
"BUCKEYE" AUTOMOBILE JACK.

the rack or the projecting foot at the lower end. The working parts are all accurately machine finished, and when worn out can readily be removed and replaced at a slight cost. The capacity of the No. 0 Jack is one ton.

These Jacks are intended for owners of automobiles who want safe, reliable Jacks, which cannot accidentally drop with a load. They raise and lower automatically from either top or foot at bottom.

"BREECH-BLOCK" SPARK PLUG

The Standard Mfg. Co., Torrington, Conn., have recently placed upon the market the "Breech-Block" Spark Plug of which we give an illustration. The construction makes it possible to open, clean and close four plugs in sixteen seconds. Less than one-sixth turn opens or closes, one twist cleans the plug, and it is locked with a push of the finger to 2,000 pounds. The breech is fitted with a triple thread, which permits placing the handle in any position. When the breech is open the inner end

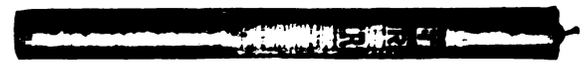


"BREECH BLOCK" SPARK PLUG.

of the porcelain, the entire surface for over an inch, is wholly exposed for instant cleaning. The porcelain on this Plug is said to retain its glazing permanently. The threads are full and smooth and standard; they enter the cylinder to the proper depth. The porcelain is held floating behind the flexible gasket. Both stuffing nut threads are heavily nickled and cannot rust, even after long disuse. The porcelain has easily removable electrode which lasts indefinitely. The joint between the breech and block is made of a thick, solid, soft copper gasket, pressed tightly, is placed in a recess and seat ground in place. It is seated at forty-five degrees, and will stand 2,000 pounds without showing a leak. These plugs have perfect threads, turned tubes, large outside packing shoulders, copper asbestos gaskets, removable electrodes, spring clip connections, protected porcelains, protected electrode packings, and the breeeh-block feature which permits instant removal and replacement without tools. The breech-block nipples are a fixture in the cylinder, and consequently there is no wear on threads, causing leakage and loss of power. The construction of Plug gives a priming cup, when open, and also a compression relief. The clip is included with every Plug; it is snapped on and off at will.

"FITE FIRE"

Of all the dry-powder chemical fire extinguishers so far introduced, none is more to be recommended than "Fite Fire," manufactured by Henry W. Landau, at No. 117 Green Street, Newark, N. J. The extinguisher in question has proved its effectiveness in actual use and there is nothing more effective for the prompt extinguishment of even a well-advanced fire. Flames promptly yield to its power and it constitutes the best protection against fire that could possibly be placed in a building of any sort. Wherever this precaution has been made known and given a trial, it has met with immediate favor and adoption. A large demand for it has consequently been created and it is to be recommended for garages, autos, factories, homes, and in all



"FITE FIRE."

cases where a thoroughly reliable and certain fire extinguisher is desired. The preparation comes in three-pound tubes, twenty-two inches long by two in diameter, and cost but little, being refilled free after use. Mr. Landau is an enterprising and progressive gentleman who well merits the success that has come to him as the fruit of his efforts, and he will be glad to furnish whatever information may be desired in regard to his specialty, the adoption of which is becoming general all over the country.

A handsome lithograph poster showing full size of "Fite-Fire," printed in red and yellow, exactly as it is, will be sent in response to a postal card request.

PHOTOGRAPHS OF WINDOW DISPLAYS

To photograph window displays, so that shadows and reflections of objects on the opposite side of the street may be eliminated, exposure should be made at night, with lights in window burning. If there are no lower lights along the base of the window, they should be put in temporarily, cardboard being placed over them to prevent glare. A shield of black cloth, of the same dimensions as the window frame, should be placed back of the camera. An exposure of from fifteen to twenty minutes' time is necessary for the best effect. Another method is taking the picture from an elevation equal to the height of the window, from the top of a step-ladder, for instance, focusing the camera downward. This way is not as desirable.

A railroad president recently stated that it took the shippers nine times as long to load and unload a car as it took the railroad to haul it from one point to the other. Oklahoma shippers a few days later testified that certain loaded cars had not been moved forty miles by the railroads in eight weeks. Why look further for a cause for the car shortage? According to the railroad president's figures this car will be out of active service for at least seventy-two more weeks.

The merchant who feels prosperous after looking over his ledger should take a peep at his bank book before taking on any new expenses.

AVOID ACCIDENTS LIKE THIS!



The Equivalent of 120 Gallons of Water in three pounds of weight. all for $1.00

Absolute protection to auto or motor boat as well as home, office or business is assured when

FITE FIRE TRADE MARK.

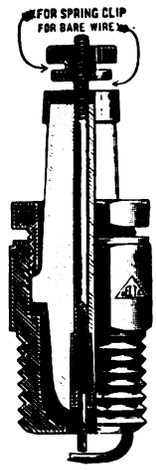
is on hand.

The tube contains dry powder only, which is easily discharged. Each tube generates about 1,000 cubic feet of nitrogen gas, which is absolute DEATH TO COMBUSTION No acid or liquid, no corrosion, leakage, pressure, explosion, or freezing. Harmless to flesh and fabric. Does not deteriorate with age. No complicated instructions. The only safeguard against burning oil.

A HOT SELLER. *Write for terms.*

HENRY W. LANDAU, Manufacturer
GREEN ST and N. J. R. R. AVE.
NEWARK, N. J.

HARDWARE





A Strong Team
"DELTA"

Spark Plug and Ignition Battery

THE PLUG positively excludes oil and does not collect soot Can be taken apart and re-assembled in one minute. Can not be short-circuited.

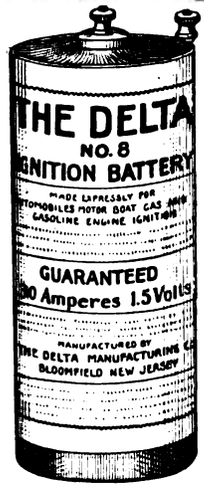
THE BATTERY is alive when YOU get it, and remains alive after YOUR CUSTOMER gets it Retains its current when not in use. The only high-amperage dry cell that will do this. Guaranteed to stand six months storage without averaging over 10 per cent. deterioration from rating.

The Boat or Auto Using the "Delta" Battery and Plug will always get home.

Get our attractive First Order Proposition sent to every dealer not handling our goods who will mention this paper.

THE DELTA MFG. CO.
BLOOMFIELD, N. J.

HARDWARE



The "AUTO-GRIP" Broom Holder



HAS A
GRAVITY GRIP

The Harder You Pull;
The Tighter It Holds
for the
CARPET SWEEPER
BROOM
WHISK-BROOM
MOP-STICK
or anything with a plain handle.

The "Auto-Grip" grips as it ought to grip

A Broom Holder is a good suggestion for house cleaning time.
Did you ever see a Broom-Holder that was any better or more ornamental than the "Auto-Grip?"
FREE SAMPLE mailed upon request. Also free samples for your salesmen with first order.

MADE BY
AMERICAN INDUSTRIAL COMPANY
18 East Division, Chicago

HARDWARE

"SOOT-PROOF"
SPARK PLUG

The best selling Plug on the market.

Does not deteriorate and cannot short-circuit.

Its life is practically unlimited.

IT IS A TRADE BUILDER

It is reliable and gives satisfaction in every instance.

The Plug of all Plugs.

Retails for $1.00.

Send for discounts.



The Hardware and Auto Sundries Dealer should sell this Plug because it has so many easily understood points of value; and is so worthy of recommendation.

C. A. MEZGER INC.
Manufacturers
40 W. 60th St.
N. Y. City

National Sales Corporation
Factory Sales Managers
296 Broadway
N. Y. City

IT'S STRONGEST POINT-IT ALWAYS SPARKS



The O'Brien Electric Whistle

means safety to all on board because it is very clear and loud, responds instantly, and is

ALWAYS READY

It requires no air pressure, and is operated by dry batteries and a push button. Simple, lasts forever, and can be attached in ten minutes.

Made of highly polished brass, height 10 ins., diameter 3½ ins. Agents and demonstrators wanted. Liberal commission. Retails for $9.75 with push button and wire ready to attach.

Let us send you full description and terms

O'BRIEN ELECTROPHONE CO. HALLOWELL MAINE



OVER THE HILLS AND INTO THE WOODS

Going to Camp this summer? Got all your stuff packed? Better make sure you have a pair of

Witch-Elk

TRADE MARK REGISTERED

B T S with you.

Cross country, through the swamps underbrush or forest—it's all the same with the wearer of WITCH-ELK BOOTS for hunting, fishing, and prospecting. In fact for all other purposes where quality, comfort, reliability, durability and dry feet, are desired.

Our reputation is so well established and our prices so reasonable that it will pay dealers who are looking for good profits and increased sales to handle our splendid line of sporting and athletic foot wear.



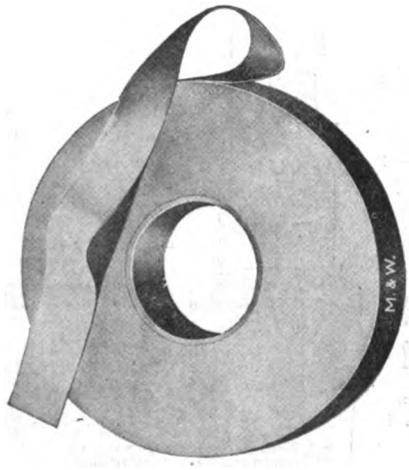
It will pay you to write for our Catalog to-day.

WITCHELL-SHEILL CO.
DETROIT, MICH.

HARDWARE

If You Handle White Tape

for Masons' or Mechanics' Use



ask us for samples and prices of our Special White Tape for this purpose.

We make hundreds of thousands of pounds of tape for various purposes every year, and know tape just about as a mite knows cheese. Our

MECHANICS' WHITE TAPE

is made from a stock we have specially compounded to meet the requirements in a tape of this kind, and the tape itself is sufficient proof that we know what these requirements are.

Dealers say that it is unusually well thought of by their trade, and this fact, together with the selling helps which we furnish, enables dealers handling it to get a *big* share of this business.

Samples, prices and full information on request.

MORGAN & WRIGHT
17 Bellevue Ave. DETROIT, MICH.



Death to Bugs

In attempting to exterminate insects, the plant or tree is frequently made to suffer or be ruined by poisons which attack vegetable life as well.

HAMMOND'S SLUG SHOT

saves plants and kills bugs. For twenty-seven years the standard Insectide. Strongly impregnated with fungicides, which overcome blight.

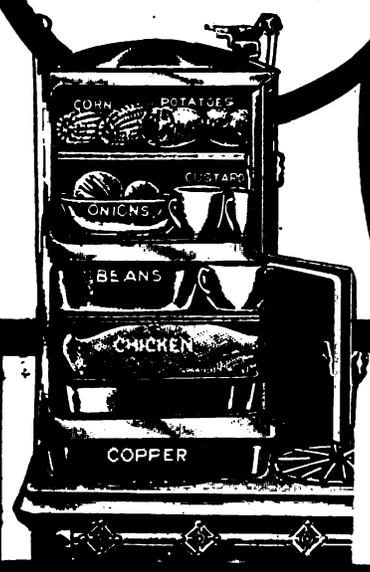
PUT UP IN CONVENIENT PACKAGES.

Sold by Seed Dealers Throughout America.
Send for pamphlets on Bugs and Blights.

HAMMOND'S SLUG SHOT WORKS
FISHKILL-ON-HUDSON, N. Y.

Life to Plants

The
Ideal Steam Cooker
and Baker Combination



"All Around Excellence"

Is the consensus of opinion among thrifty housewives of the Ideal Steam Cooker—either square or round—because it cooks the whole meal for the whole family without watching worrying or waste of time.

You would not want a better Cooker to sell.

Ten Million Women

read our advertisements in all the popular magazines, and every inquiry or order we turn over to the dealer.

Get our 48-page Book and Testimonials.

Our prices and discounts will surprise you.

The TOLEDO COOKER CO.

1336 West Bancroft St.,

Toledo, O.

HARDWARE.

Is Your Balance on the Profit Side?

The
KELSEY

WARM AIR GENERATOR

Will put it there if it is not.

HEATING CONTRACTS THAT PAY

Are the only kind worth clinching, and the KELSEY will clinch them for you.

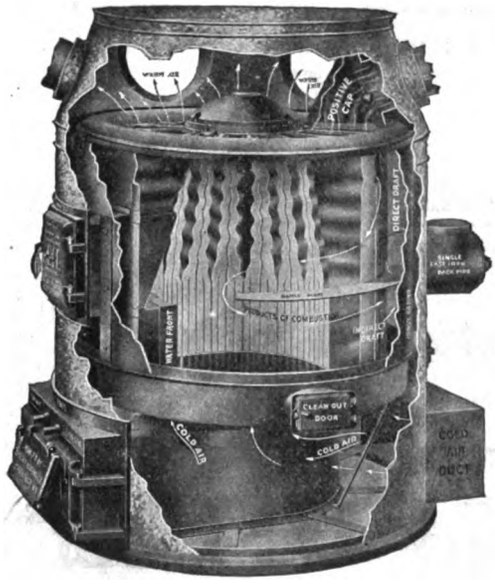
The agency for the Kelsey will enable you to get the best class of heating contracts, because the Kelsey Warm Air Generator is the one heater that supplies enough pure, warm air in all emergencies and distributes it evenly throughout the largest house.

800 Kelsey dealers are placing the best heating orders in their home territories.

The KELSEY backs them up by giving satisfaction in every case. It will back you up as well. Send for our

ATTRACTIVE AGENCY PROPOSITION

and line up with the profit winners.



KELSEY HEATING CO.

321 FAYETTE ST., SYRACUSE, N. Y.

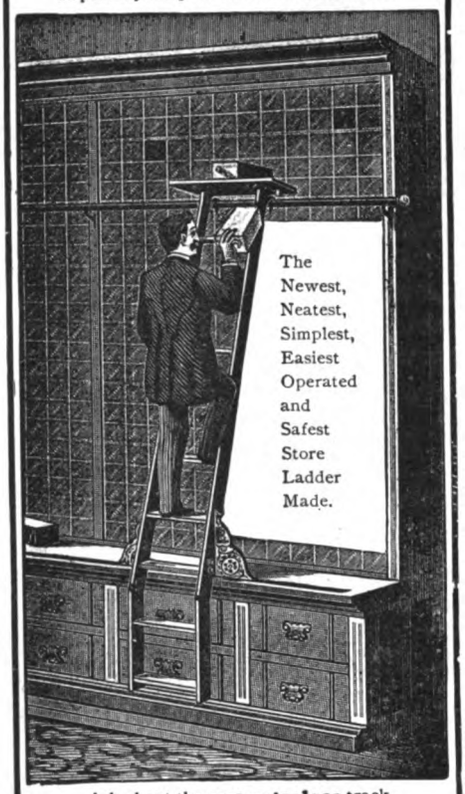
NEW YORK CITY, 156 5th Av.

JAMES SMART MFG. CO.
BROCKVILLE, ONT.
Sole Makers for Canada

NORTH-WESTERN SELLING AGENTS:
VAN EVERA & LEWIS MFG. CO.
104-106 W. Lake St., CHICAGO

HARDWARE

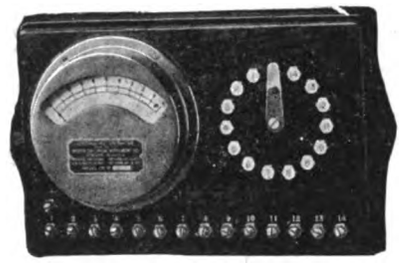
The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO .ILL.

THE SCHWERDTLE STAMP CO.,
STEEL STAMPS & DIES
BRIDGEPORT, CONN.

WESTON
Electrolytic Voltmeter



The accompanying cut illustrates a new model WESTON VOLTMETER expressly designed to meet the requirements of ELECTROPLATERS, ELECTROTYPERS and others engaged in the art of ELECTROMETALLURGY. It is accurate and thoroughly reliable. It is built in a thoroughly substantial manner; the workmanship is high grade. It is provided with a 15 point switch so that the difference of potential can be determined at any one of 15 tanks or all of them successively. It is *low priced* and *good*.

Special Bulletin describing the instrument and giving prices can be obtained upon application.

Weston Electrical Instrument Co.,
Waverly Park, NEWARK, N. J., U. S. A.

"Take off your hat to The Myers!"
BEST PUMP ON EARTH.



GLASS VALVE SEAT PUMPS
HAY UNLOADING TOOLS
and BARN DOOR HANGERS
HAY RACK CLAMPS

Myers Hay Unloader.



Steel Track.
Aluminum Finish.



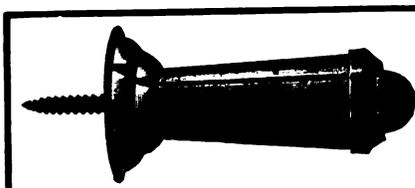
O. K. Stay-on Door Hanger.



Flexible.

Write for prices on the most satisfactory line of Hand and Windmill Force and Lift Well Pumps, Power Pumps, Tank Pumps, and Spray Pumps, Hay Carriers, Hay Forks, Hay Rack Clamps, Stay-on Door Hangers, etc., manufactured by the largest Pump and Hay Tool Works in the World.

F. E. MYERS AND BRO., ASHLAND, OHIO.



The Champion Motallic Base Knobs
NEVER BREAK
(TRADE MARK)
Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by
THE CHAMPION SAFETY LOCK CO., Geneva, O.

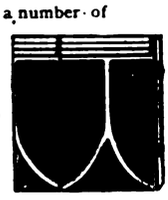
THE HEATH HARDWARE CO., Monroe, N. C.

SOLD

Several Car Loads of
Cortright Metal Shingles

and made a good big profit during 1906. So did a number of others. Don't you want to join them in 1907?

Write for prices and particulars.



Cortright Metal Roofing Co.
524 Walnut St.
PHILADELPHIA, PA.

NECESSITY IS THE MOTHER OF INVENTION.

It became necessary to construct a machine for grinding Lawn-Mowers. We beg to call attention to the merits of

THE IDEAL LAWN-MOWER GRINDER

Grinds without taking the blades out. The Mower can be easily and quickly adjusted to the smallest fraction. Sharpens every blade keen and perfectly beveled in 1 to 20 minutes. Also grinds tools, skates, etc. Perfect satisfaction guaranteed. We solicit correspondence to fully demonstrate its merits.

The
ROOT BROS. CO.
Plymouth, O.



HOT and COLD ROLLED STRIP STEEL

Unequalled for Uniform Ductility, Accuracy in Gauge and Width and Fine Finish.

WEST LEECHBURG STEEL CO., Pittsburg, Pa.

BUFFALO WIRE WORKS CO.
WIRE CLOTH
Artistic METAL WORK
WIRE GOODS
BUFFALO, N.Y.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

MALE HELP WANTED

SALESMEN—Positions now open for experienced Hardware salesmen; choice of desirable territory; salary and commission. Ask for free list of openings. HAPGOODS, 305 Broadway, New York.

HELP WANTED.—A young man about 28 years old as a clerk, retail Hardware in Jersey City, N. J. A good opportunity for the right man. State salary expected. Address Retail, care HARDWARE, 415 Produce Exchange, New York.

AGENTS WANTED.—To sell our specialties in Enameled Ware, to Hardware and Housfurnishing Goods trade. Enamel Specialty Mfg. Co., Box Pittsburgh, Pa.

AGENTS WANTED.—To sell Pieced, Stamped and Japanned Tinware on commission basis to Hardware and Housefurnishing Goods trade, and to scheme trade. Address Iron City Tin & Japan Co., McKees Rocks, Pa.

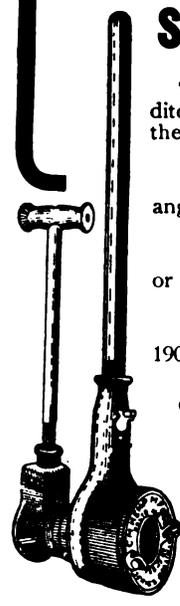
AGENTS WANTED.—To sell our specialties in Enameled Ware to Hardware and Housefurnishing Goods trade. Address Enamel Specialty Mfg. Co., Box 609, Pittsburgh, Pa.

SALESMEN write the Dayton Label Co., Dayton, Ohio, for sample outfit and sell 2,000 Advertising Gummed Stickers for $1.00 to merchants "on the side;" 40 per cent. commission, and a square deal. State regular line.

ADVERTISING EDITOR—Experienced contributor to leading trade and advertising periodicals would prepare catalogue, house organ, and advertising literature. H. O. Sorgan, Care HARDWARE.

For the Hard-to-Reach Places:

OLIMAX RATCHET STOCK



Threads pipe in the ditch, under the floor, in the corner, overhead, etc.

Works easily in any angle.

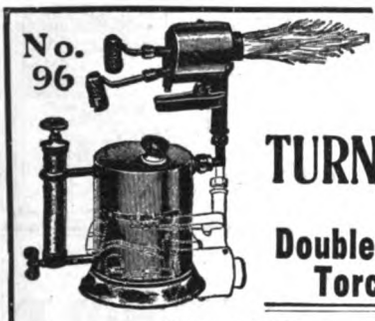
Made for either solid or Armstrong Dies.

Fully explained in our 1907 catalog of wonderful

Climax Plumbing Specialties

C. M. Kemp Mfg. Co.
405 E. Oliver St.
BALTIMORE, MD.
U. S. A.

No. 96



TURNER
Double Jet Torch

Price, $5.50

Gives maximum amount of heat—3000 degrees Fahrenheit—at minimum amount of cost.

It has no equal among Torches for heavy outdoor work in windy or stormy weather.

Uses 74 degrees gasoline—1¼ pt. per hour.

Order through your Jobber or send us $5.50 net.

You ought not to be without a copy of our catalog. No. 30.

TURNER BRASS WORKS
70 No. Franklin St. CHICAGO, U. S. A.

The United States Government will expend next year

$201,368,000.00 in Contracts

The various items, the competing bidders, the prices paid, the successful contractors, and, above all, the opportunity to bid for the work or supplies required, can be had from the weekly

U. S. Government Advertiser, Washington, D. C.

Established 1882. Sample Copies Free.

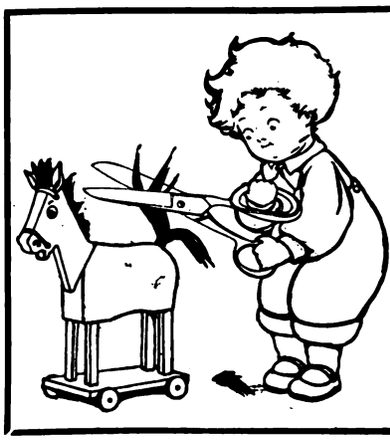


BARTHEL KEROSENE TORCH

Single charge, 1 pint of kerosene. Flame, 7 inches long from mouth of flame tube. Will melt ¼ inch copper rod in 1½ minutes. Gun metal flame tube. Positively the safest, best constructed and most economical torch made. COMBUSTION PERFECT.

Send for catalogs of Torches, Fire Pots and Stoves

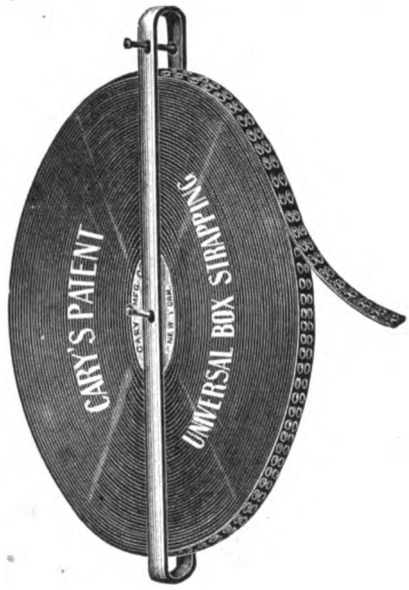
BARTHEL BLOW LAMP CO.
OLD SOUTH BUILDING
BOSTON, MASS.



HEINISCH
TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.
BEST IN THE WORLD
R. HEINISCH'S SONS CO.
NEWARK, N. J., U. S. A.
New York Office and Salesroom, 155 Chambers St.

GARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses a'ong edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each. **Patent Metal Reel Frame** with each coi . Straps made in four widths: ½, ⅝, ¾ and 1 inch. Patented in all countries.

CARY MFG. CO.

19 and 21 Roosevelt Street New York

Cable Address: CARLEIO



An Introduction

to HARDWARE DEALERS, GENERAL-STORE PROPRIETORS and CONTRACTORS:

We want you to become acquainted with the center-lift hand-power elevators we are now carrying in stock.

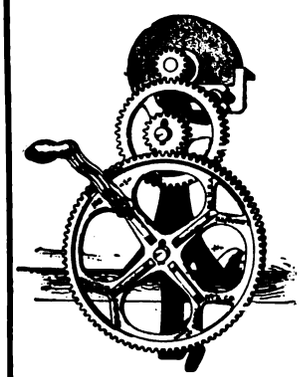
They are built in various *satisfactory* sizes—at also *satisfactory* prices—can be shipped *immediately* upon receipt of accepted specifications.

Write us for illustrated plans, details, sizes and prices in Folder No. **56**, which will permit you to intelligently order by return mail.

EATON & PRINCE COMPANY

CHICAGO

ROYAL GRINDERS



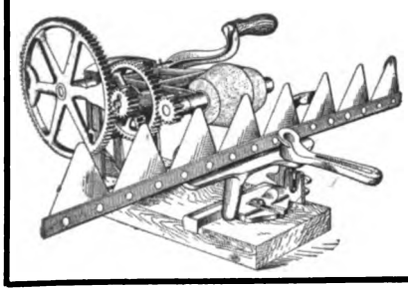
CUT QUICK AND KEEP ON CUTTING!

Speed and a light pressure of the tool is all that is necessary, in comparison to elbow grease and back breaking work when the old-fashioned grindstone is used.

ROYAL GRINDERS are made in various sizes for foot or hand power. Useful in the kitchen, store, workshop or farm.

Every Grinder fully guaranteed Liberal discounts to the trade. Write for catalog.

Our grinders are fitted with wheels of the finest **ALUNDUM** —the hardest, sharpest and most durable abrasive material known to science. Our Catalog tells all about it.



ROYAL MFG. CO.

282 E. Walnut Street, Lancaster, Pa.

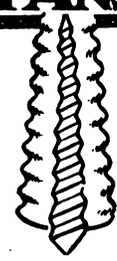
Representatives:

HERBERT PORZER & Co., 149 Church Street, New York.

E. G. CURTIS & SON, 113-115 Michigan Street, Chicago.

STAR EXPANSION BOLT

Made in All Sizes of Wood, Lag or Machine Types.



1907 Catalogue Free

STAR EXPANSION BOLT CO.

2nd Street and Trask Ave., Bayonne, N. J.

142 Lake St., Chicago. 147 Cedar St., New York.

IF YOUR AD WAS HERE

IT WOULD BE READ BY THOUSANDS.

HARDWARE BUYERS, All of them.

Results are sure in HARDWARE, the most progressive and up-to-date Magazine in the field.

PRICES CURRENT.

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B.....52@55c
G. D.....per M 34@35c
F. L.....per M 40@42c
G. E.....per M 48@50c
Musket.....per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M.....20%
B.L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M. $1.53 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50.....10&5%
22 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
22 cal., Rim, $2.75.....10&5%
B. B. Caps. Con. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all ganges.....60&5%
Climax, Club, Rival, 10 and 12 gge..65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.....25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....20%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.95
Drop, B and larger, per 25 lb bag.....2.20
Buck, 25 lb bag.....2.70
Chilled, 25 lb bag.....2.20
Dust Shot, 25 lb bag.....2.40

GUN WADS—₱ 1000—

B E., 11 up	$ 60
B. E., 9 and 10	70
B. E., 8	80
B. E., 7	80
P. E., 11 up	1.00
P. E., 9 and 10	1.25
P. E., 8	1.50
P. E., 7	1.50

15%

Ely's B. E., 11 and larger.....$1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes

Iowa Farming Tools.	₱ doz.
Hawkeye	$3.25
Western	4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net...$2.00
Burton's, ₱ doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00

Kohler's:	₱ Gro.
Daisy, No. 4	Net. $4.80
Perfect, No. 2	Net. 6.00
Bolt Holder, No. 1	Net. 3.40

Anvils

Eagle Anvils, ₱ lb, net.....8¼c
Hay-Budden, Wrought.....9¼@9¾c
Peter Wright's.....11@11¼c
Trenton.....9 1-2@9¾c
Columbian, all steel, ₱ lb, net.....9¾c

ANVIL AND VISE COMBINED—

Millers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells.....70%
Com. Auger Bits.....70&5&@70&10%
Forstner Pat. Bits.....25%
Ford Anger Bit Co:
Auger Bits, Car Bits, Machine Bits.....40@40&5%
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30.....40&7½%
Nobles Double Spur, No. 32.....50%
No. 10, Extension Lip.....25%
Car Bits, No. 10.....25%
Car Bits, No. 30.....40&7½%
Ring Augers.....66⅔%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits:
Extra.....60&10%
No. 1.....60&10&10%
Russell Jennings' Augers and Bits.....25&10&3⅓%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$5.50@6.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....25%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat...33⅓&10%
Clark's small, $18.....40&10&50%
Clark's large, $26.....40&10&50%
Ives' Model, ₱ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$3.25
German Pattern, net.....$4.80@5.75
Mayhew's Diamond ₱ doz. $1.25.....40%
Snell's Bell Hangers.....60%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper and Straight Shank...60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....33⅓&5%
L'Hommedieu's.....15%
Snell's.....40%
Watrous'.....33⅓&7½%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratch	$3.50@4.00
Patent Peg	.81@84c
Sewing, Com.	80@$1.00
Shouldered Peg	65@70c
Shouldered Brad	62@66c
Socket Scratch ₱ doz	$1.00

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10.....60&10%
Brad Sets:
No. 42, $10.50: No. 43, $13.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $13; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18....15&10%
C. E. Jennings & Co's. Adj. Tool Hdls..33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18.....30%

Axes

Single Bit, base weights:
First Quality.....$5.00
Second Quality.....$4.50
Double Bit, base weights:
First Quality.....$7.50
Second Quality.....6.75

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc.....50%
Broad and Bbl.....40&10%
Boy's Axes.....50%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....50%
Broad and Bbl.....40&10%
Boy's Axes and Hatchets.....50%

Axle Grease

Dixon's "Everlasting" Graphite:

1	lb cans ($6 in case)	15 ea.
2	" " "	25 "
10	" firkins (6 in case)	$1.20 "
25	" "	2.75 "
50	" kegs	5.00 "
100	" "	9.00 "
200	" half bbls.	8½lb
375-400	lb "	

Snow Flake: Discount 10%

One-quart cans, ₱ doz.	$ 2.00
Two-quart cans ₱ doz.	3.20
One-gallon cans, ₱ doz.	6.00
Five-gallon cans, ₱ doz.	24.00
Quarter bbls. (15 gals.), ₱ gal.	.45
One-half bbls. ₱ gal.	.40
Bbls., ₱ gal.	.35

Balances, Spring

Chatillon's:
Light, class A.....50%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1.....50%
Class A3.....40%
Class D. E. F.....30%
Class G.....30%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10@60%

Beef Shavers

Enterprise:
Japanned, each, $3.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells

HAND—

Hand Bells, polished brass.....
Nickel Plated.....60&10@60%
Pure bell metal.....40&10@50%
Silver chime.....50&10%
Swiss.....25@30%
White metal.....50&10&10&5%
50@50&5%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....50&10%
Gong, Yankee.....40@40&10%
New Departure:
Rotary.....40@40%
Push.....60@10%
60@60%

COW—

Common wrought.....75%@75&10%
Kentucky.....70@70&10%
Texas Star.....50%
Western, Sargent's list.....70@70&10%

Bellows

Blacksmiths'.....60@65%
Hand.....net prices
Moulders'.....

Belting Rubber

Boston Belting Co:
"Boston".....50%
"Imperial," seamless stitched.....45%
Niagara.....60%
New Jersey Car Spring & Rubber Co:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Miller's Falls.....15&10%

Binder Twine

	Per Pound
Sisal	9@9½c
Standard	9@9½c
Standard Manila	10½@11c
Manila	12@12½c
Pure Manila	13½@14c

Bit Holders.

Angular.....45%
Extension:
Barber's, ₱ doz. $15.00.....45@50%
Ives' ₱ doz. $20.00.....60&10%

Blind Adjusters

Columbian.....33⅓%
Domestic, ₱ doz. $3.00.....33⅓%
Excelsior, ₱ doz. $10.00.....50&10&2%
North's.....10%
Upson's Patent.....40%
Zimmerman's.....50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ₱ gr.....$9.00
Zimmerman's.....50@50&10%

Blocks, Tackle

Eddy's.....50&10@60%
Hartz' Steel.....50@50&5%
Iron Strapped, Japanned Sheaves...70&10%
Iron Strapped, Lig Vitae Sheaves.....60%
Rope Strapped, Japanned Sheaves...65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....80%
Pat. Automatic.....80%
Perfect Safety.....80%
Stowell, Novelty Block.....50%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....55%
Wrought Barrel.....80%
Wrought Barrel Bolts, Griffin's.....75%
Wrought Met•l (Ives').....45%
Wrought Square.....70%
Wrt Shutter, St'nrd list.....70&10%
Wrought Spring, Sargent's.....70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x8 and smaller.....70&12 1-2%
Larger and longer.....60&21-2%
Phila. Eagle, $3.00 list May 24, '99.....80%
Bolt ends, list Feb. 14, '95.....65@65&5%
Bolt ends, with C and T nuts.....60%
Machine, ⅝x4 and smaller.....70&12%
Machine, larger and longer.....60&7 1-2%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99.....75%
Bay State, fluted.....75%
Eagle Phila.....33⅓%
Norway, Phila.....30%
Common.....30%
Norway, Phila.....30%
Portchester, Norway.....30%
Phila.....33⅓%

STOVE AND PLOW—

Plow.....65&10%
Stove.....35%

MISCELLANEOUS—

Sink.....32 1-2%

Bone Mills

Enterprise.....25@30%
Stearns.....40%

Borers, Tap

Enterprise.....20@25%

Each	$1.25,	$1.75,	$2.50
Nos.	1	2	3

C. E. Jennings & Co.:
No. 6.....30&10%
No. 10.....25&10%
Common ring.....20&10%
Ives.....25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5%
Miller's Falls	$7.50, 15&10%	
Snell's, Rice's Pat.	$2.50, $3.75	
Ajax		40%
Phillips		$4.00 net

Box Scrapers

Bradley's.....20%
Stanley's Adjustable.....45%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal".....25&10%
Standard Metal Strap Co's:
Eclipse.....20&10%

Braces

Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
C. E. Jennings & Co.:
No. 108@114½.....50&5&10%
No. 208½@214½.....50&5&10%
Lancaster Mach. & Knife Works.....50%
Gen. Spofford's.....60%

Brackets

Griffin's Folding.....70&10%
Griffin's Pressed Steel.....75&10@75, 10&5%
Bradley's Pat., full cases.....80@80&10%
Bradley's, in broken cases.....75&10@80%
Baine's Adjustable.....25%

Bright Wire Goods

Standard list:
Steel.....90&10%
Brass.....85&25%

Bull Rings

Humason, Beckley & Co's.....80%
Rea's 2¼ in. net, ₱ doz.....$1.50
Sargent's.....80%

Butchers' Cleavers

New List, Feb. 1, 1906:
Foster Bros., flat heads.....80%
Foster Bros., round heads.....80%
Lancaster Mach. & Knife Works....33⅓&40%
L. & I. J. White.....30%
Plumb's.....80%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star.....15@15&10%
C. E. Jennings & Co.....30&10%

Butter and Cheese Triers

Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges

Stanley's.....25&10%

Butts

BRASS—

Wrought Brass, New list.....45@45&10%

CAST IRON—

Fast Joint, broad.....40&10@50%
Fast Joint, narrow.....40&10@50%
Loose Joint.....70&5@75%
Loose Joint, Japanned.....70&5@75%
Loose Joint, Jap. with Acorns....70&5@75%
Loose Pin.....70&5@75%
Mayer's Hinges.....70@70&5%
Parliament Butts.....70@70&5%

WROUGHT STEEL—

	Discount.
Reversible and Broad	70&5%
Light reversible, Light Narrow	70&5%
Loose Joint, Narrow L'ht, Inside Blind, etc	70%
Back Flaps, Table Chest	65%

Can Openers

American.....₩ gross, $1.75@$2.00
No. 5, iron handle.....₩ gross, $3.00
Sardine Scissors.....$1.75@$2.00
Sardine Scissors, forged steel..₩ doz., $3.00
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50
80%@80&10%

Cartridges

See Ammunition.

Casters

Bed.....65&10%
French or Philadelphia Iron wheel
70&10%
Plate.....60@60&5%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders

Humason, Beckley & Co's.....70%
Sargent's.....70&10%
Welton's.....70&10%

Chain

American Coil, Straight Link: Inch	₩ 100 Lbs.
3-16	$3.15
¼	5.30
5-16	5.25
⅜	4.55
7-16	4.35
½	4.15
9-16	4.15
⅝	4.00
¾	3.90
⅞ to 1	3.85
1¼ to 1½	3.95

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain.....

Chains

Galvanized Pump chain, ₩ lb.....4½@4¾c
Ger. coil, list July 24, '97...60&10@60&10&10%
Ger. Halter chain, list July 24, '97.60&10&10%
Jack chain, Iron.....60&10%
Jack chain, Brass.....50&10%
Oneida Wire Dog chains.....45@50&5%
Trace Wagon and Fancy Chains:
New list.....60@60&5%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....80%

COW TIES—

American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....45%
Sisal.....33⅓%

Chain Guards

Aluminum S. & N. Co.....50%

Carpet Stretchers

Bullard's.....33⅓%
Montross' "Excelsior" and Tack Hammer Combined, ₩ doz., $6.00.....20%
Cast iron, Steel points, ₩ doz.....80c
Sockets, ₩ doz.....$1.75

Carpet Sweepers

Sterling Carpet Sweepers:			
Model	A, Nickel trimmings		25.00
"	B, Japd.	"	21.00
"	" Nickel	"	23.00
	C, "	"	21.50
"	D, Japd.	"	19.50

Carpet and Rug Beaters

	₩Doz.	₩Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.30	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise.....25%@30%
Goodell's Family, net ₩ doz.....$5.00
Rollman's, net., ₩ doz.....6.00

Chisels

SOCKET FRAMING & FIRMER—

Standard Makes.....75%
L. & I. J. White.....30@30&5%
C. E. Jennings & Co., No. 70.....25&10%
Jennings & Griffin Mfg. Co.....60%

TANGED & MISCELLANEOUS—

W. & S. Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels.....25%
Tanged Gouges.....25%
Tanged Firmers.....33⅓%
Tanged Gouges.....33⅓%
L. & I. J. White.....25&5%

COLD CHISELS—

Good quality, ₩ lb.....13&16c
Snell's best C. S.....40&5%
Cronk's.....50%

Cleaners, Sidewalk

	₩ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—

Chicago Flexible Shaft Co's.:

	Each.	
Lightning Belt Clipping Mach.	$15.00	30%
New '98, Chicago	8.75	
1908 Chicago	10.75	
Twentieth Century	5.00	

Coach Oil

Snow Flake.		
One-pint cans, ₩ doz.	$ 3.00	33⅓&10%
One-quart cans, ₩ doz.	4.80	
One-gallon cans, ₩ doz.	15.00	
Five-gallon cans, ₩ doz.	66.00	

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks.....
55&10@60&10%

Coffee Mills

Box and Side.....50&10@60%
Enterprise Mfg. Co.....20@25%
Lane Bros. Co.....30%

Compasses, Dividers, &c

Atnol Calipers and Dividers.....40%
Bemis & Call Co's.:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers...70@70&10%

Coopers' Tools

L. & I. J. White.....20@20&5
Sandusky Tool Co.....20@20&10%

Corkscrews

Detroit Cork Screw Co.....33⅓%
Humason & Beckley Mfg. Co.....50&10%
Samson, ₩ doz.....$10.00

Corn Hooks

	₩ Doz.
Kretzinger Cut-Easy	net $8.00

Corn Knives and Cutters

Bradley's.....net
Wadsworth's.....60%

Countersinks

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50%

Cow Ties

See Chains.

Crayons

Sargent's List.....20%

Dixon's:	₩ Gro.
Eclipse.....7 in., $3.75; 9 in.,	$4.25
Emerald	5.00
Oriole	5.0[illegible]
Rainbow	3.12
Solid	7.50
Tailor black, $5.25; ed and blue....	9.00
Zelnicker's Lumber.	₩ gro.
White and Purple. Indelible	$7.50
Blue, Red, Green, Yellow and Terra Cotta, $6.50; Black	$4.00
Giant Lumber, 5½ in. x 15-16 in. round, all colors, $16.25; Indelibles	$14.75
Genuine Soapstone, Metal Workers', 5 in. x ¼ in. Round, $3.50; 5 in. x ¼ in. Square, $1.75; 5 x ⅜ x 3-16, $2.50; 5 x 1¼ x 3-16.	$3.00

Curry Combs

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co's.....25&10%

Cutlery

Foster's Pocket.....30%
Carriers' Pocket.....50%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass.....40%
Embossed Glit.....30&10%
Leather.....40%
Union Hd'wre Co., new list.....50@50&10%

Door Checks

Bardsley's.....40%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10%
Pullman's Screen, ₩ doz. net.....$4.50

Door Holders

Empire.....50%
Superior.....33⅓%

Door Springs

Columbian Steel.....20%
" Faultless.....50%
Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....25%
Pullman Coil.....25%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 39 in., ₩ doz. net.$1.10@$1.25
" " 48 in., " " " 3.50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners

Iwan's Adjustable.....55%
Iwan's Stationary.....40&5%

Drawing Knives

Standard Makes.....70&10@75%
Adjustable Handle.....25@25&10%
Jennings & Griffin.....70&10%
Watrous.....16⅔%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's
50&10%
Blacksmiths'.....60%
Breast, Miller's Falls, each $3.00....15&10%
Hand, Goodell's.....50&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $13.00.....33⅓%

TWIST DRILLS—

See Augers and Bits.

Drive Punches

Hemis & Call's:
Hand forged, round.....50%
Hand forged, oval.....50%

Egg Beaters

Holt-Lyon Co.:	₩ Doz.	₩ Gro.
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz.	$3.60 1.15	13.00
No. 1, Tinned	1.40	16.50
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.80
No. 2, Tinned, hotel size	2.00	24.00

Emery Wheel Dressers.

Sterling.....35%

Escutcheons

Wood.....25%

Farriers' Knives

	₩ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Woostenholm's	3.25

Faucets

Iron Petroleum.....70@70&10

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40&10%
Lane's.....$40.10&2%

Files

DOMESTIC—

New list, Nov. 1, 1899:
American.....75&10@75&10&10%
Arcade.....75&10@75&10&10%
J. Barton Smith.....75&10@75&10&10%
Delta.....70%
Disston's.....75%
Disston's Superfine.....60%
Eagle.....75&10@75&10&10%
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan.....75&10@75&10&10%
Nicholson.....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal.....30@30&10%

IMPORTED—

Stub's.....Stub's list, 33⅓

Filters

Acorn.....50%
Fulper's Natural Stone.....$3.50@$15.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

Bishop's.	₩ Doz
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Freezers, Ice Cream

"Alaska":					
Qts.	1	2	3	4	6
Net	$1.15	$1.35	$1.60	$1.95	$2.60
"Arctic":					
Qts.	1	2	3	4	6	8
Net	$1.10	1.30	1.50	1.80	2.30	2.95
	10	12	15	20	25	
	3.30	4.50	5.20	—	—	
"North Star:"						
Net	$1.25	$1.45	$1.75	$2.25		
"White Mountain":						
Qts.	1	2	3	4	6	8
Net	$1.25	1.60	1.90	2.20	2.80	3.60
	10	12	15	20	25	
	4.65	5.85	7.00	9.00	11.60	

Fruit, Wine & Jelly Presses

Enterprise.....20@25%

Fry Pans

Standard list				75&10@30%
No.	1	2	3	4
₩ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₩ doz.	$6.00	$7.00	$8.00	$9.00

Kitchen Specialty Co.:	Net ₩ Gro.
Size AA	$8.10
" A	8.70
" B	9.30
" C	9.90

Gauges

Bemis & Call's Steel.....50%
Disston's Mortise.....67½%
Marking Mortise, etc.....50&10&10%
Stanley's.....35%
Starrett's Surface, Center and Scratch.
25&10%
Wire, Morses.....25%
Wire, P. S. & W., low list.....30%

Gimlets

"Diamond" Gimlets, ₩ gro.....$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40%

Glue Pots

See Hollow Ware.

Graphite, Lubricating

Dixon's Pure Flake:

632— 1 lb. cans	20c. ea
633— 5 lb. screw top tin cans	85c. ea
634— 10 lb. screw top tin cans	$1.60 ea
644— 25 lb. boxes	15c. lb
645— 50 lb. boxes	14½c. lb
646—100 lb. kegs	14c. lb
647—350 lb. barrels	13c. lb

Grindstone Fixtures

Cronk's.....50%
P. S. & W.....30@30&10%
Stowells Extra Heavy.....40&10%
Stowells Light.....50%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₩ doz.....$6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—

Henry Cheney Hammer Co.:
Adze Eye.....40&10&10%
Blacksmiths' Hand.....50&10%
Machinists'.....60&10%
Tinners' Hand.....50&10%
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75.....50%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....40&3⅓%
Engineers and B. S. Hand.....50&12½%
Quaker City Hammers.....40&10%
Riveting and Tinners'.....40&3⅓%

HEAVY HAMMERS & SLEDGES—

Under 3 lb 50c lb.....30&5%
3 to 5 lb 40c lb.....30&5%
Over 5 lb 30c lb.....30&10&5%
Wilkinson's Smiths.....9½c@10c ₩ lb

Hammock Ropes

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....25%

Handles

WOOD—

Auger, assorted, ₩ gro.....$1.75
Auger, large, ₩ gro.....3.25
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32.....40
Axe, Pick, etc.....60&5@60&10%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron.....25@ 33⅓
Brad Awl, ₩ gro.....$1.75@$2.00
Chisel, Worcester, leather capped, ₩ doz. net.....$1.80
File, assorted, ₩ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₩ gro. $2.25@$2.

Hammer, Hatchet ..... 60&10%
Hoe, Rake and Fork ..... 45@50
Rollis Hdw. Co. Hafts, $9.00 ..... 40&10%
"Simplicity" File Hdls, ₩ gro ..... $ .90&1.50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D Handle 40%
Shovel & Spade, Long H'ndles. 40&5@40&10%

CROSS-CUT SAW HANDLES—

Atkins 40%
Champion ..... 45@45&10%
Disston's 50%

Hangers, Barn Door

Old Pattern ..... 60&10%
New England ..... 66⅔@70
Chicago Spring Butt Co.:
Fraction 25%
Oscillating 25%
Big Twin 25%
Lane's:
Covered ..... 60&2%
Hinge Pattern, net ..... $3.08 ₩ doz.
Standard ..... 60&5%
Special, No. 25 ..... $3.50
" " 30 ..... 3.90
" " 40 ..... 5.00
" " 20 ..... 6.25
Track for same, ₩ 100 ft. net 3.75
Cronk's:
Nos. 1, 1½, 2 and 3 ..... 60&5%
Nos. 11, 12 ..... 70&10%
No. 50, net $3.60
No. 44, net 4.00
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₩ doz. pr. ..60&10%
Myers' Stay-on ..... 60&5%
Wilcox's New Century ..... 50&10&10%

Hangers, Garment

Pullman's ..... ₩ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard ..... net $3.20
Ball Bearing ..... " 4.15
No. 105 ..... " 2.85
New Model ..... " 2.85
New Champion ..... " 2.25

Hardware Shelving

OAK CABINETS—

J. D. Warren Mfg. Co.:
No. B 433, 40 drawers, no partitions, run. ft., $3.60; net each $30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.38; net each 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54.28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.95; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each 22.92

NAIL BIN BASES—

No. 1722, 12 spaces, 150 lbs. each, run. ft., $3.71; net each 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each 30.68

Hasps and Staples

Cronk's 50%
McKinney's "Perfect", $1.10 ₩ doz. 50%
Wrought ..... 87 1-2@87 1-2&10%
Wrought, Stanley 30%
Wrought, Griffin 50%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track .. $7.00
Myers Unloader, wood track 7.00
Comb. Car, Double steel T 7.00
Comb. Car, wood track 7.00
Rev. Car, Double steel track 7.00
Rev. Car, wood track 7.00
Myers Unloader, cable 7.00
Myers Unloader, single rail 7.00
Sure Grip Sling Car, steel or wood track 12.02
Dbl. Rail steel track, complete, ₩ ft. .. ——
Single Rail steel track, complete, ₩ ft .20
D. H. Fork steel, regular, each 1.80
Nellis Fork, each 3.00
Double Grapple Fork, each 7.00
Sprouts, Shear Fork, each 1.50
Walker Fork, each 2.50
Common 6 in. wood sheave pulley, Fig. 482, ₩ doz 3.20
Faultless steel frame K. P. pulley, Fig. 485, ₩ doz 4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₩ doz 3.50
Malleable Frame K. P. pulleys, Fig. 676, ₩ doz 4.20
Reed Wood Frame pulley with hook, Fig. 484, ₩ doz 4.00
Steel Frame pulley with iron sheave, Fig. 565, ₩ doz 3.50
Floor pulley, wood sheave, Fig. 486, ₩ doz 4.50
Hanging Hooks for double steel track, ₩ doz 1.40
Hanging Hooks for single steel track, ₩ doz 1.40
Hanging Hooks for wood track, 10 in., ₩ doz 1.00
16 in., ₩ doz 1.20
Floor Hooks, ½ in., ₩ doz 1.40
Malleable Rafter brackets, ₩ doz ..... .70
Wrought Rafter brackets, ₩ doz ..... .70
Rope Hitch, ₩ doz 3.20

Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point .. 40&10%
Iwan's Hay, sickle edge, ₩ doz., net ... $2.50
Iwan's Hay, imp. serrated, ₩ doz., net 10.00
Kohler's Hay, sickle edge, ₩ doz., net. 2.50
Auburn Straw ..... 40&10%
Weymouth, pat., ₩ doz., net $6.00
Wadsworth's ..... 40&10%

Hedge Trimmers

Wadsworth's:
No. 1 ..... 10%
No. 2 ..... 10%

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap { 6 to 12 in., ₩ lb. ..8½c; 14 to 20 in., ₩ lb. ..8½c; 22 to 36 in., ₩ lb. ..8½c }

STRAP AND T HINGES—

(New Prices)

List December 20, 1904:
Light Strap Hinges ..... 60% } 10&5@ Extra 10&10%
Heavy Strap Hinges 65%
Light T Hinges 55%
Heavy T Hinges 45%
Extra Heavy T Hinges 60%
Hinge Hasps 40%
Corrugated Heavy Strap 65%
Corrugated Ex. Heavy T 60%

SPRING HINGES—

Bommer Brothers:
Bommer Spring Hinges 40%
Bommer B. B. Floor Hinges 40%
Bardsley's Patent Checking 33⅓%
Chicago Spring Butt Co.:
Chicago Spring Butts 25%
Triple End Spring Butts 50%
Chicago Ball Bearing Floor Hinge 50%
Garden City Fire Engine House Hinge .. 25%
Chicago Saloon Door Hinge 25%
Columbian:
Steel Hinges ..... 60&10%
Floor Hinges ..... 65&10%
American 30%
Gem 30%
Oxford 30%
Acme, Steel 30%
" Brass 25%
Niles Mfg. Co ..... 30&5%
Superior:
Floor Hinges 33%

GATE HINGES—

Clark's, Nos. 1, 2, 3 ..... 60&10%
N. E., ₩ doz., $7.20 ..... 60%
N. E., Reversible, ₩ doz., $5.60 ..... 30%
N. Y. State, ₩ doz., $4.20 ..... 60%
Western, ₩ doz., $4.20 ..... 60%

BLIND HINGES—

Parker ..... 70&10@70&10&10%
Sargent's, Nos. 1, 2, 3, 11, 12 ..... 75%
W. H. Co's., No. 2 Mortise Gravity 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.20 ₩ doz. sets ..... 30&10%

Hitching Cords

Covert Mfg. Co 45%
Hitchers Stall ..... 30&5%

Hollow Ware

ENAMELED—

Agate Nickel Steel Ware 60%
"Never Break" Steel:
Spiders, Griddles, &c ..... 65&10%
Maslin Kettles, &c 60%
" " Porcelained 50%

STOVE HOLLOW WARE—

Blacklock:
Ground ..... 50@50&10%
Plain or Unground ..... 60@60&5%
Country Ware ₩ 100 lbs. net $3.00
Enameled Ware ..... 45&10@50%

WHITE ENAMELED WARE—

Maslin Kettles ..... 65@65&10%
Tinned Boilers and Saucepans ..... 35&10%
Enameled ..... 45&10%

GLUE POTS—

Tinned ..... 30&10%
Enameled ..... 35&10%

Hooks

BUSH—

Jennings & Griffin's ..... 33⅓&5%
Wadsworths ..... 55&10%

CAST IRON—

Ceiling, Sargent's list ..... 50&10@60%
Chandelier ..... 60@60@10%
Clothes Line, Sargent's list ..... 50&10&10%
Coat and Hat, Sargent's list ..... 50&10@60%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp ..... 60@60&10%
Picture ..... 50&10%
Screw Hat ..... 60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₩ doz $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 40%

WIRE—

Atlas, new list, single cases 30%
Atlas, Metal Clasp ..... 75@75&10%
Wire Coat and Hat, Acme ..... 60&10%
Wire Coat and Hat, Gem ..... 70&10@75%
Wire Ceiling, Gem ..... 70&10@75%

MISCELLANEOUS—

Belt 60%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks .... 35&5%
Grass, Wadsworth's 60%
Cronk's, Grass, ₩ doz $2.75
Hooks and Eyes, Brass ..... 60&10%
Hooks and Eyes, Mal. Iron ..... 70&10%
Cotton, box and hay ..... 60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C.	25c	23c	22c	21c	21c	40&5%
American, all sizes, net						9½c
Nos.	6	7	8	9	10	
Anchor and New Haven	13c. net for all sizes 5 to 10.					
Nos.	6	7	8	9	10	
Ausable	23c	23c	25c	24c	25c	50&10%
Capewell	19c	18c	17c	18c	16c	10&5%
Champlain	23c	23c	25c	24c	23c	40&10@50%
Livingston						10%
Northwestern	25c	23c	23c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	25c	21c	20c	19c	18c	25&10%

Horse, Mule, &c., Shoes

F. O. B. Pittsburgh:
Iron, per keg $4.10
Steel, " 3.85
Burden's all sizes 3.90

Horse Ties

Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Sisal 33⅓%
Jute 45%

Hose, Rubber

Boston Belting Co.:
"Boston" 50%
Niagara 60%
N. J. Car Spring & Rubber Co.:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%
Standard ..... 70&10%

Ice Awls, Chippers &c

Copeland Ice Pick, ₩ gross ..... $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, ... No. 35, ₩ doz. $6.00 25@30%
No. 34, ₩ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain ..... 20@25%

Knives

Kimball's:
Bread Knives, ₩ doz. $1.50 ..... 20%
Butcher Knives 25%
Shoe Knives 25%
Cronk's Chopping, net ₩ doz. $1.50
Foster Bros., butcher, &c 20%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw

Wadsworth ..... 40&10%

Knife Sharpeners

Pike's:
Nat. Grit Carving Knife Hones ₩ doz. $3.00
Solid Stone Carving Knife Hones ₩ doz. $2.25
Quick Edge Pocket Knife Hones ₩ doz. $2.50
Mounted Kitchen Sandstone ₩ doz. $1.50
} 40%

Knobs

Bardsley's wood, door, shutter and base ..... 10@15%
Base, rubber tip, 2⅛ in bead, ₩ gro. ..... $1.15@$1.35
Door Mineral ..... 65@70c
Door Por. Jap'd ..... 70@75
Door Por. Nickel ..... $2.10@$2.30

Lanterns

C. T. Ham, Class A, B, C and D ..... 40&10%

Latches

₩ Dos.
Cronk's barn door, net $2.00
Lane's Barn Door ..... 40&10%

Lawn Mowers

Genuine Philadelphia Hand Mowers:
Style A (all steel) 10 in. wheel ..... 60&10%
Style E, Rear cut, 10 in. wheel ..... 70&10%
Styles K, C, M, S, T ..... 70&10%
Drexels and Gold Coins 40%
Deweys 30%
"All Day" and "New" Mowers net prices
Genuine Philadelphia Horse and Pony Mowers:
36 in. Wrought frame Philadelphia 30%
30 and 35 in. Phila. D. P. & S. & S. 40%
Eagle 30, 35 & 40 in. S. & S. 30%
IXL 30, 35 & 40 in. S. & S. 50%
25 & 30 in. 2 man or pony 50%

Lawn Sprinklers

Enterprise ..... 25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$20.00	30%

Kohler's:
Daisy, net, ₩ doz $7.50
Mystic 6.00
Rainmaker 4.80
Dew Drop 1.20

Leads

Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 45%
Sisal 33⅓%

Lemon Squeezers

Berger Bros., ₩ dos. ..8 in., $1.00; 10 in., $1.40 30%
Hotchkiss, Straight Flush, ₩ doz. $9.60
Little Giant ..... 60@60&5%
Poro. lined, Iron, ₩ doz. $1.75
Poro. lined, Wood, ₩ doz. $1.35
Wood, common, ₩ gro. ..... No. 0, $5.25 @$5.50; No. 1, $6.25@$6.50

Levels

C. E. Jennings & Co's.:
Hexagon ..... 25&10%
Iron Bench, new design ..... 25&10%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet ..... 40&10%
Cotton Trot 20%
Samson Cot., Nos. 4, $2.20; 4½, $2.75 ..... 20%
Silver Lake braided, ₩ gro., Nos. 0, $8.00; 1, $6.50; 2, $7.00; 3, $7.50 ..... 20%
Wire Clothes:

	18	19	20
100 feet	$2.25	$2.00	$1.75
75 feet	1.80	1.55	1.10

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co 40%
R. & E. Mfg. Co 10%
Reading Hardware Co 40%
Sargent & Co 40%

CABINET—

Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—

Acme bicycle and satchel, ₩ doz., $2.00 .. 40%
Ames Sword Co ..... 40@45%
Champion 40%
Corbinet Cabinet Lock Co.'s ..... net
Eagle 40%
Smith & Egge bicycle 50%
Wrought steel and brass ..... 75&10%
Yale Lock Co ..... net

TRUNK—

Corbin's 40%
Eagle 40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory ..... 45@45&50%
Lignumvitæ ..... 45@45&50%
Bliss:
Carpenters, Tinners, Box, Carvers ... 33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden, net ₩ doz. ..... No. 2, $2.80
" " " " ..... No. 3, $3.40
Regular Goods ..... 70&5@70&10%

Meat and Food Cutters

American 30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$80

Dixon's, ₩ doz ..... 30&10@40&10%

Nos.	1	2	3	4
Each	$14	$17	$19	$30

Enterprise ..... 25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$3.75	$5	$4.50	$6

Little Giant ..... 40@50%

Nos.	306	310	312	320	322
Each	$35	$43	$44	$72	$68

Woodruff's, ₩ doz ..... 30@30&5%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise) ..... 25@30%

Meat Juice Extractors

Enterprise ..... 25&20%

Metals, Anti-Friction

Magnolia Metal Co.:	₩ Lb
Defender	20c
Kosmic	12c
Magnolia, Anti-Friction	25c
Mystic	16c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₩ dos., $4.00 ..... 40%
Sargent's ..... 60@60&10%

Mitre Boxes

C. E. Jennings & Co. 30%
Seavey's, ₩ doz., $20 ..... 40%
Stanley Rule and Level Co.:
Nos. 240 to 460 ..... 30%
Nos. 50 and 60 ..... 35%

Mop Wringers

	₩ Doz.
No. 1 Reliance	$12.00
No. 2 Reliance	16.00

Motors

COFFEE MILL—
Specialty Novelty Co., each $5.00

Nails

WIRE AND CUT NAILS—
See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899 ..... 87½@87½&2½%

PICTURE—
Niles' Patent 40%
Porcelain head, combination list ..... 60&10%
Porcelain head, Sargent's list 60%

Nail Nippers

'Gem," ½ gross lots, ₩ gross $21.00
" less quantity, ₩ dozen 2.00

Nail Pullers

Ajax, 5 lbs., ₩ dozen, net $7.50
Black Hawk, ₩ dozen 9.00
Cyclops ..... 40&10%@50%
Cronk's, ₩ dozen, net $12.00
Eureka, No. 74, ₩ doz., net $6.50
Eureka, No. 75, ₩ doz., net $9.00
Giant, No. 1, ₩ doz., $18.00; No. 1½, $16.50; No. 2, $15.00 ..... 80&5%
Lightning, ₩ doz., $18.00 ..... 20%
Morrills No. 1, list $30.00 ..... 50%
National, ₩ doz., $24.00 ..... 10%
Pelican, ₩ doz., $ 9.00 ..... 40@40&10%
Rollis Hardware Co., No. 1, $16.00 ..... 50&10%

Nail Sets

	₩ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₩ gro	.55
Corrugated	.55
Knurled	60@70%

Nippers

Acme 50%
Nettleton Mfg. Co.:
Reversible Cutting 40%
Smith's cutting 50%
Todd's cutting 30%

Nut Crackers

	₩ Gro
Acme, Japanned, $20.00	40%
Acme, Nickel Plated, $8.00	20%

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, blank	$4.90
Hexagon, blank	5.10
Square, blank, C. T. & R.	5.10
Hexagon, blank, C. T. & R.	5.70

Hot Pressed:

Mfrs. U. S. or Nar. Guage	Standard
Square, blank	5.00
Hexagon, blank	5.40
Square, tapped	4.70
Hexagon, tapped	5.10

Oils

Linseed, city, boiled, in barrels } See "Review of Markets"
Linseed, city, raw, in barrels. } See "Review of Markets"
Out of town on spot } See "Review of Markets"
Calcutta, raw, in barrels } See "Review of Markets"
Lard, prime city, ₩ gal ..... 75@75c
Lard, Extra, No. 1 ..... 56@57c
Lard, No. 2 ..... 49@52c

Oilers

Brass and copper ..... 50&10
Tin or steel ..... 65@10&70%

Cushman & Denison's:

	₩ Doz
Gem	$ .50
Leader	.90
Perfect oilers	1.50
Star pocket oilers	.75

"Paragon," brass ..... 50&10%
"Paragon," zinc ..... 65&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust ..... 70@70&10%
Zinc and tin ..... 65@65&10%
American Tube & Stamping Co.:
Spring bottom cans ..... 70@70&10%
Railroad oilers, etc ..... 60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':		
Hindostan, large axe	8c ₩ lb	40%
" small "	10c " "	
Queer Creek Axe	18c " "	

OIL STONES—

Pikes':		
Lily White Washita	60c ₩ lb	33⅓
Rosy Red "	60c " "	
Extra "	50c " "	
No. 1 "	40c " "	
No. 2 "	25c " "	
Lily White " round edge slips	90c " "	
No. 1 Washita, round edge slips	70c " "	
Washita Pen Knife pieces	70c " "	
No. 1 Hard Arkansas stone 3 to 5½ in. long	$3.50 " "	
No. 1 Hard Arkansas stone 5½ to 8 in. long	$3.50 " "	
No. 1 Soft Arkansas stone 3 to 5½ in. long	$1.50 " "	
No. 1 Soft Arkansas stone 5½ to 8 in. long	$1.70 " "	
Soft Arkansas, round edge slips	$2.50 " "	
Hard Arkansas, round edge slips	$4.00 " "	
Hard Arkansas Pocket Knife pieces	$4.00 " "	
Pikes':		
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes		40%
India Oilstones, all grades and sizes		33⅓
Queer Creek Oilstones	20c ₩ lb	40%
Chocolate Oilstones	50c " "	
Regular Hindostan	8c " "	
Small Hindostan	10c " "	
Pike's Selling Assortments:		
Assortment No. 1	$30.00 net	
" " 2	12.00 "	
" " 3	15.00 "	

Packing, Steam

RUBBER—
Boston Belting Co.:
Phoenix, net ₩ lb 60c
Plumbago 50%
Pure Packing, "Excelsior" 50%
Extra 30%

MISCELLANEOUS—

	₩ Lb
American Packing	8@10c
Cotton Packing	16@25c
Italian Packing	9½@12c
Jute	4½@5c
Russian Packing	8½@11c

Padlocks

See Locks.

Parers

APPLE—

Advance	₩ doz	$ 4.00
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₩ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₩ doz	15.00
Improved Bay State	" "	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	3.25
Reading, 73	" "	6.25
Rocking Table	" "	6.20
Turntable, '96	" "	6.00
White Mountain	" "	5.00

POTATO—

	₩ Doz
Saratoga	$7.00
White Mountain	6.00

Pencils

	₩ Gro
Dixon's:	
Carpenter's	$3.17@3.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.57@7.50
Lumber	6.37
Colored lumber	9.00
Black artists	9.37
Colored	4.25@7.50
Assortment boxes	1.51@3.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 25, 1899 ..... 70&4@70&10%

Pipe Hangers, Conductor

Iwan's, Perfection wire 50%

Planes and Plane Irons

WOOD PLANES—
Bailey (Stanley R. & L. Co.) ..... 35&2½%
Bench, first quality ..... 30@30&10%
Bench, second quality ..... 40@40&10%
C. E. Jennings & Co. ..... 50&10%
Molding ..... 25@25&10%

IRON PLANES—
J. E. Jennings & Co., iron ..... 50&10%
Sargent's ..... 30@30&10%
Standard Tool Co. ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's 35%
Miscellaneous ..... 30&5%

PLANE IRONS—
Buck Bros. 30%
C. E. Jennings & Co. ..... 16⅔&10%
Stanley R. & L. Co. 35%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers

Acme Nippers ..... 50&5%
Button ..... 75@75&10%
Cronk & Carrier Mfg. Co.:
American Button ..... 75&10@30%
Cronk's 30%
Stub's Pattern 45%
Combination and others 33⅓
Heller's Farriers' Nippers, Pincers and Tools ..... 40&10@40&10&5%
The Nettleton Mfg. Co. Reversible Cutting Nippers 40%
P., S. & W. Tinners Cutting Nippers 40%
Utica Drop Forge & Tool Co.:
Pliers and Nippers, all kinds 40%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co. 33⅓

Plumbs and Levels

Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's Plumbs and Levels ..... 60&10%
Disston's Pocket Levels ..... 60&10%
C. E. Jennings & Co.'s Iron 33⅓
C. E. Jennings & Co.'s Iron, Adjustable ..... 40&7½%
Stanley R. & L. Co. 40%
Stanley's Duplex 25%
Woods' Extension 33⅓

Poachers

See Egg Poachers.

Police Goods

Tower & Lyon 25%

Polish Metal

Prestoline Liquid, new list 40%
Prestoline Paste 40%
George William Hoffman
U. S. Metal Polish Paste, 3 oz boxes, ₩ doz ..... $ .50
₩ gross 4.50
½ pound boxes, ₩ dozen 1.35
1 pound boxes, ₩ dozen 2.25
U. S. Liquid, 3 oz cans, ₩ dozen 1.35
₩ gross 12.00
Barkeeper's Friend Metal Polish ₩ dozen 1.75
₩ gross 18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans, ₩ lb 10c
Black Eagle, liquid, 10 oz. cans, ₩ doz 75c
Black Jack paste, ¼ lb cans, ₩ gross 9.00
Black Kid paste, 5 lb can, each 65c
Ladd's Black Beauty, ₩ gross, $10.00 ..... 50%
Joseph Dixon's, ₩ gross, $5.75 ..... 10%
Dixon's Plumbago, ₩ lb 8c
Fireside, ₩ gross 2.50
Gem, ₩ gross, $4.50 ..... 10%
Japanese, ₩ gross 3.50
Jet black, per gross 3.50
Peerless Iron enamel, 10 oz. cans ₩ doz 1.50
Wynn's:
Black silk, 5 lb. pail, each 70c
Black silk, ¼ lb. box, ₩ doz 1.00
Black silk, 5 oz box, ₩ doz 75c
Black silk, ½ pint liquid, ₩ doz 1.00

Poppers, Corn

Square.	₩ Doz	₩ Gro
1 qt		$ 8.00
1½ qt		10.00
2 qt		12.00

Post Hole Diggers

Avery's' Newarbreak" ₩ doz. $24.00 ..... 60%
Disston's Samson Digger, ₩ doz. $24 ..... 25%
Kohler's:
Little Giant ..... ₩ doz., net $12.00
Hercules ..... " " 10.00
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 14.00
New Champion ..... " " 5.00
Rival ..... " " 8.00
Ryan's ..... ₩ doz., $30.00 ..... 25%

Iwan's:

	₩ Doz
Split handle	net $7.25
Perfection	" 8.25

Rockford Tack & Nail Co.:
Rockford brand ..... ₩ doz., " 6.50
Atlas pattern ..... " " " 7.50

Post Hole Augers

Iwan's Patent improved ..... 40&5%
Vaughan's, 4 to 9 in. ..... " " 6.00

Potato Hooks, Etc

Hoe Down Hooks ..... 75&10&5%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles 33⅓
Disston's Combined Pruning Hook and Saw, ₩ doz., $18.00 ..... 25%
Disston's Pruning Hook, ₩ doz., $12.00 ..... 25%
Smith's:
Pruning Shears ..... 60&10%
Rockdale Pruners 33⅓
Standard Tree Pruners 75%
E. S. Lee & Co's. Pruning Tools 40%
P. S. & W. Co's. Shears 33⅓
Waters' Tree Pruners ..... 75&10%
Wilkinson's Shear & Cutting Co.:
Hedge ..... 60&10%
Lawn and border ..... 60&10%

Pulleys

Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass screw ..... 65&10%
Ceiling ..... 50@50&10%
Clothes line, Japanned 60
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox, all steel 50%
"Grand Rapids," all steel 50%
Hay Fork, swivel eye, ₩ doz., 4 in., $5.75; 6 in., $8.00 ..... 50%
Hay Fork, Harts, 4½ in., ₩ doz., $8.00 ..... 50&10%
Hay Fork, 5 in., solid, $5.70 ..... 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₩ doz., $12.00 ..... 40%
Side, Anti-Friction 60%
Shade rack 45%
Upright ..... 50&10@50&10&10%

Pumps

Cistern, best grades 60%
Pitcher Spout, best grades ..... 75&5@75&10%
Power Pumps, Myers' 50%
Spray Pumps, Myers ..... 50&10%
Spray Pumps, Kohler's:
Daisy, net ₩ doz ..... $ 7.50
Mechanical, net ₩ doz 7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 228, 3 in. Shallow Well Pump 13.00
No. 3, Fig. 228, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 207, 3 in. Deep Well Pump 15.00
No. 6¾, Fig. 207, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 221, 3 in. Deep or Shallow Well Pump 15.00
No. 22, Fig. 228, 3 in. Deep Well Pump 17.00
No. 56, Fig. 231, 3 in. Shallow Well Pump 14.00
No. 58, Fig. 232, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 238, 3½ in. Deep Well Pump 15.00
No. 72, Fig. 238, 3 in. Deep Well Pump 15.00
No. 102, Fig. 448, 3 in. Lift Pump 9.00
No. 108, Fig. 448, 3½ in. Lift Pump 11.00
No. 128, Fig. 510, 3 in. Lift Pump 7.00
No. 131, Fig. 510, 3½ in. Lift Pump 8.50
No. 235, Fig. 389, Windmill Pump 12.00
No. 285, Fig. 403, Windmill Pump 14.00
No. 240, Fig. 406, Regulator Pump 28.00
No. 302, Fig. 477, Spray Pump, complete 11.50
No. 330, Fig. 547, Knapsack Spray Pump 10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net 5.00
No. 320, Fig. 492, Bucket Spray Pump, net 2.00

Punches

Bemis & Call Co's.:
Cast Steel Drive 50%
Morrill's 50%
Niagara Hollow 40%
Niagara Solid ..... 55&10%
Saddlers' or Drive, good ..... 60@65&10%
Snells' Tinners' ..... 40&5%

Rail

Barn Door, Light, Inches	½	⅝	¾
₩ 100 feet	$1.00	1.35	2.00

Barn Door, "None Better" No. 1, ₩ ft. 8½c
Barn Door, "None Better" No. 2, ₩ ft. 4c
B. D. for N. E. Hangers:
Angular, ₩ ft., 8c 70%
Double Flange, ₩ ft., 8c 70%
Cronk's: ₩ Ft.
O. N. T. style, No. 18 ..... 8c
Double braced, No. 10 ..... 8½c
Lane's:
O. N. T. 1 in., ₩ 100 ft., net $3.00
O. N. T. 1¼ in., net 3.50
O. N. T. 1½ in., net 4.00
Hinge Hanger, 1 in., ₩ 100 ft. 3.50
" " 1¼ " " " 3.85
Stowell's Wrought steel 35%
Sliding Door, Bronzed Wrought iron, ₩ ft. 5½c
Sliding Door, Steel, Brass Plated, ₩ ft. 5½c
Sliding Door, Wrought brass, 1¾ in ₩ lb. 35c ..... 35@35%
Victor Track Rail, 7c ₩ ft. ..... 60&10&2½%

Rakes, Etc

Cronk's:
Malleable ..... 70&10%
New Champion ..... $3.75, 4.00, 4.25 net
Victor ..... $5.00, 5.25, 5.50 net
Anti-Clog Lawn ..... $4.00 net
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohler's: Net
Lawn Queen, 20 ..... $3.15
" 24 ..... 3.35
Jumbo Lawn, 36 ..... 5.40
Paragon (wood head) 2.50
Steel Garden, 10th 2.00
" 12th 2.10
" 14th 2.25
" 16th 2.40

Rasps, Horse

Disston's 75%
New Nicholson Horse Rasp ..... 70&10@75%
See also Files.

Razors

	List Net
Electric	
Boracic	60%
Fox	40%
J. R. Torrey Razor Co	33⅓
Wostenholm & Butcher, $10.00 to £	30%

Razor Hones

Pike Mfg. Co.:
Belgian German and Swaty, all sizes...50%
Pike's Selling Assortments:
Assortment No. 1.....$18.00 net
" No. 2..... 10.00 net

Registers and Ventilators

HOT AIR—
New list, July 1, 1908:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated.....66⅔%
White Porcelain.....60%
Solid Brass and Bronze Metal.....40&10%

Revolving Chimney Tops

Iwans' Volcano.....55%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ₱ doz.....$3.00

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—
Belt with Burrs.....83½@85%
Hose with Burrs.....83½@85%
IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners.....70&10%
Miscellaneous.....70@10%

Rivet Sets

Regular list.....70%

Rollers, Stay

Cronk's: Nos.	50	55	56	60	65
₱ Dozen	.90c	.80c	.75c	.75c	.75c

Rope

	₱ Lb
Cotton Rope:	
Best ¼ in. and larger	16½@18c
Medium	15½@16½c
¼ in. and larger	14c
Common	10½c
Jute Rope:	
No. 1 grade	8½@9c
No 2. grade	8@8½c
Manilla Pure:	
7-16 in. and larger	13½c
⅜ in	14c
¼ and 5-16	14½c
Sisal, Pure:	
7-16 in. and larger	9½c
⅜ in	9½c
¼ and 5-16 in	10½c

Root Cutters

Lane's.....25%

Rules

Athol, Steel.....33⅓%
Boxwood.....60@60&10%
Ivory.....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood.....35&10%
" steel.....33⅓&10%
Lufkin's:
steel.....50&10%
Lumber.....60%
Miscellaneous, Stanley's.....60%

Sad Irons

DOVER ASBESTOS—
Polishing.....50%
Pressing.....50%
Laundry.....45%
Sleeve.....50%
Tourist.....50%
Toy.....50%
Blacklock:
Plain black in cases, ₱ 100 lbs.....$2.75
Bronze finished in cases, ₱ 100 lbs.... 3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs..... 3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa. New List. 12½&7½%

Safety Fuse

See Fuse.

Safety Lifts

Burr Mfg. Co., steel.....70&10&10%

Sand and Emery Paper and Cloth

Baeder, Adamson & Co's. list:
Emery cloth.....50&10%
Garnet paper.....25%
Flint and emery paper.....50&10@60%

Sash Balances

Caldwell Mfg. Co.....50%
Pullman.....50&10@60%
Victor bronze.....75%
Victor steel.....70%

Sash Chain

Competition.....50&10%
Giant.....40%
Pullman bronze.....60%
Pullman cop steel.....60&10%
Royal metal.....60%

Sash Cord & Weight Fastener

Ives.....33⅓%
Titan (Tight-on).....33⅓%

Sash Cord

Cable Laid Italian, ₱ lb.....16@18c
Cable Laid Russia, ₱ lb.....15c
Common India, ₱ lb.....10@10½c
Patent Russia, ₱ lb.....14c
Patent India, ₱ lb.....13 1-2@13c
Silver Lake:
A Quality, drab, ₱ lb.....45c
A Quality, white, ₱ lb.....40c
B Quality, drab, ₱ lb.....40c
B Quality, white, ₱ lb.....35c

Sash Fasteners

Imperial.....33⅓%
Sash rollers.....70%
Champion.....50%
Ives casement fasteners.....40%
Ives Crescent, iron.....40&20%
Ives Crescent, bronze and brass....45&7½%
Monitor, steel.....25%
Shutter sheaves.....60%
Window screen sash lifts.....62%

Sash Locks

Champion meeting rail.....50%
Champion side.....30%
Ives' patent:
Bronze and Brass.....55&5%
Cast Iron.....60%
Crescent.....40&20%
Iron.....62½%
Window ventilating.....55%
Robinson pat. ventilating sash lock..33⅓%
Wrought bronze and brass.....55%
Wrought metal.....55%
Wrought steel.....55%
Paysons Signal.....30%
Pullman patent ventilating.....25%

Sash Weights

Ton lots at factory (Eastern).....$30.00

Sausage Stuffers or Fillers

Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....30%

Saws

Atkins:
Back saws.....40%
Band to 14 in. wide.....60%
Band ⅛ to 8-16 in. wide.....50%
Butcher saws, Nos. 1, 2, 3, 5 and 7.....50%
Cabinet scrapers.....40%
Circular.....50%
Compass saws, Nos. 2 and 3.....40%
Coping saws, Jones, Nos. 1, 6 and 7...40%
" " " " 2 and 3..40&10%
Corn knives, Nos. 1, 3, 4 and 7, ₱ doz. net.....$3.00
Cross Cut.....33%
Gang.....50%
Hack saws.....40%
Hand saws.....33%
Keyhole saws, No. 6.....40%
Panel and rip.....40%
Pruning and Compass.....40%
Saw filers, Wilson, ₱ doz., net.....$12.00
Trowels.....33%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws.....30&10&10%
Disston's:
Circular, solid and inserted tooth.....50%
Band 3 in. to 16 in. wide.....60%
Band ⅛ in. to 1¼ in.....60%
Cross cuts.....45%
Narrow cross cuts.....50%
Mulay, mill and drag.....50%
Framed wood saws.....25%
Wood saw blades.....25%
Wood saw rods.....20%
Hand saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand saws, Nos. 7, 107, 107½, 8, 1, 0, 00, combination.....30%
Compass, keyhole, pruning, dovetail, &c.....25%
Butcher saws and blades.....30%
C. E. Jennings & Co's.:
Butcher.....30&10%
Hand Panel, rip & other saws..20&3½&10%
Peace:
Cross cuts.....50%
Hand panel and rip.....50%
Richardson:
Circular and mill.....50%
X cuts.....50%
Hand saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines..10%
Sterling Saw Machines.....10%
Sterling hack and saw blades.....25%
Sterling hack saw frames.....25%
Disston's:
Concave blades.....25%
Keystone flex. back and mach. blades.25%
Hack saw frames.....30%
Griffin's:
Complete.....40&10%
Saw blades.....25&5&10%
Star, saws and blades.....15&10%

Saw Filer

Disston's D8 Clamp and Guide, $30.00
₱ doz.....30%

Saw Frames

C. E. Jennings & Co.....20%
Richardson's Wood.....net
Sterling.....25%

Saw Sets

Atkins,
Criterion saw sets, ₱ doz.....$3.00
Excisior saw tools No. 1, ₱ doz.....4.80
Disston's Monarch, Nos. 1 & 10 & Star...30%
Hart's patent lever.....20%
Kohler's:
"Giant Royal," ₱ doz. net.....$7.50
"Royal," ₱ doz. net..... 4.50
Morrill's:
Nos. 1, $15.00; 10, $15.68; 11, $15.68.....50%
Cross cuts, Nos. 3 & 4, $20.68; 5, $30.00..50%
Richardson's.....25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz..... 1.00
Taintor's Positive, $18.00 ₱ doz.....60%

Scales

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' triple scales.....50%
Family, Turnbull's.....50@50&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform, plain.....$1.80@$2.00
Striped.....$2.00@$2.20
Pelouze.....50%

Scale Beams

Chatillon's No. 1.....25%
Chatillon's No. 2.....25%

Scrapers, &c

Adj. Box scrapers (S. R. & L. Co.) $6.00...45%
Box, 1 handle, ₱ doz.....$2.00@$2.25
Box, 2 handle, ₱ doz.....$2.50@$2.80
Foot.....55&5@60&5%
Ship, Common, ₱ doz., net.....$2.40
Ship, R. I. Tool Co.....10%
SIDEWALK—
Kohler's steel No. 7, ₱ doz.....$2.00

Screw Drivers

Brace Screw drivers.....25&10&5%
Buck Bros.....30%
Screw Driver Bits.....45@50%
Champion.....40%
Disston's Flat Blade, electric, telegraph and cabinet makers.....70%
Electric spiral, No. 01, ₱ doz., net.....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet.....40&10%
Fray's hollow bdle sets, No. 8, $12.00....50%
C. E. Jennings & Co., No. 285.....40&10%
Jennings & Griffin.....66⅔%
Sargent & Co's.:
No. 1 forged blade.....50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw Driver bits (Snell's) ₱ doz.....60c
Stanley R. & L. Co's.:
No. 64, varnished handles.....60&10%
No. 86.....70&10%
Victor.....55%
Defiancio.....70%
Snell's No. 5.....75&5%
No. 10.....75&10&10%
Nos. 20 and 30.....60&10&10%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Belsley's patent.....33⅓%

Screws

WOOD SCREWS—
List July 22, 1908.
Drive screws, diamond point.....87½&5%
Iron, bright flat head.....87½&5%
Iron, bright round and oval head.....85&5%
Brass, flat head.....85&5%
Brass, round head.....80&5%
Bronze, flat head.....77½&5%
Bronze, round head.....75&5%
Nickel Plated, iron flat head.....77½&5%
Nickel Plated, iron round head.....77½&5%
MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...50@50&10%
COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99.....75&5%
Hand Rail.....70&10@75%
Lag screws, list Oct. 1, 1880.....75&10%
Cone Point.....75&10%
BENCH, HAND, ETC—
Bench, iron, ₱ doz.....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech.....25@25&5%
Hand, wood.....25@25&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes

	₱ Doz
Cronk's	$3.00
Wadsworth's:	
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush	40%

Scythe Rifles

3-Coat, ₱ gro., $10.00	40%
4-Coat, ₱ gro., $12.00	

Scythe Stones

	₱ Gro	
Pike's Selling Assortments:		
Assortment "A"	$4.75 net	
" "B"	$3.75 net	
No. 1, Indian Pond	$ 7.00	40%
No. 2, " "	4.50	
White Mountain	9.00	
Black Diamond	12.00	
Lamoille	11.00	
Green Mountains	6.00	
Leader Red End	4.50	
Willoughby Lake	9.00	
Extra Quinnebog	7.00	
Pike's Corundum	18.00	
" Quick Cut Emery	10.00	
Lectro	12.00	
Lightning	18.00	

Seeders

Raisin, Enterprise.....25@30%

Shears

Acme (cast).....40@40&5%
Ætna, Steel Japanned.....80&10%
Ætna, Steel Nickeled.....70&10%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....63⅓%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....10%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....60%
Pruners.....75%
Tinners' Snips.....10%

Shears, Hedge

Wm. Wilkinson & Sons.....50%

Sheep Shears

Wilkinson's:
1900 List.....80&10&5%

Sheaves

SLIDING DOOR—
Corbin's list.....60&10&2½%
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White.....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15, 1902.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Snow Shovels

Long Handles.....$2.75@$3.00
Black D Handles.....$3.25@$3.50

Shutter Bars

Ives'.....45%

Shutter Bolts

See Bolts, Shutter.

Skate Sharpeners

Eureka.....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools

Plumbs.....30%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder.....35%
Kraut cutters, 24x7, 26x8, 30x9.....25%
Kraut cutters, 26x12, 40x12.....25%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.00@20.00
2 knives, ₱ gro.....$22.50@$30.00
Kraut cutters.....40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers

See Hammers.

Slicers

Vegetable, Enterprise.....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg Co.:
Covert Breast strap, bkle snaps.....40%
Yankee Breast strap, bkle snaps....30&2%
Breast strap protector.....45%
Bowle for bits or trace carrier.....45%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&2%
Rope snaps.....40%
Yankee snaps.....30& 2

Scythe Snaths

National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.)....50&10%
Razor Edge....35%
Iron, ₱ doz....50&10%
Miller's Falls....15&10%
Seymour Smith & Sons, iron....20%
Wm. Johnson's:
Wood, best....30%
Wood, second quality....33⅓%

Spoons and Forks

SILVER PLATED FLAT WARE—

International Silver Co.:
"1847"....40&10%
"Anchor"....60%
"Eagle"....50&10%
"Star"....50&10%
Rogers, Smith & Co....50&10%
Rogers & Hamilton....40&10%
Holmes & Edwards....50&10&10%
German silver, unplated....60@60&5%

KNIVES AND FORKS, NO. 12—

	₱ Doz. Net
"1847"	$3.50
"Anchor"	3.25
"Eagle"	3.25
"Star"	3.25
Rogers, Smith & Co	3.25
Rogers & Hamilton	3.25
Holmes & Edwards	2.75

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels, new list....67½%
Try square and T bevel....60&10&5@70%
Winterbottom's Try and Mitre:
Iron Handle....35%
Wood Handle....40%
Nickel-pl'ted, new list, Jan. 5, '00....70&7½@75%
Steel and iron....70&7½@75%

Staples

Barbed blind, ½, ⅝, & ¾ in., ₱ lb....6@6½c
Poultry Netting....8½@8½c

FENCE—

Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net ₱ doz....$1.00
" " 55 " " " 80c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3....40%

Steels

Chatillon's "Dicks"....30%
Foster Bros....30%

Stocks and Dies

BICYCLE—

Holroyd & Co....40&10%

BLACKSMITH'S—

Butterfield's....35@40%
Gardner....35&10%
Holroyd & Co....50@50&10%
Holroyd's R'd Adj. screw plates....50%
Reece's new screw plates....25%
Lightning screw plate....25%

PIPE MAKERS—

Holroyd & Co....30@30&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders

Lane's....10%
Myers' Noiseless....50%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Sweepers

See Carpet Sweepers.

Tackle Blocks

See Blocks.

Tacks, Finishing Nails, &c

New List, May 1, 1905.
American Carpet Tacks....30&30%
American Cut Tacks....30&30%
Swedes Cut Tacks....30&30%
Swedes Upholsterers'....30&40%
Gimp Tacks....30&40%
Lace Tacks....30&40%
Trimmers' Tacks....30&30%
Looking Glass Tacks....65%
Mill Posters' & Railroad Tacks....30&45%
Hungarian Nails....30&20@—%
Finishing Nails....70@—%
Trunk and Clout Nails....30%

NOTE.—The above prices are for Standard Weights. An extra 5% is given on Medium Weights, and an extra 10&5% is given on light weights.

MISCELLANEOUS—

Double Point, in dozens....30&stens

Tack Pullers

Columbia, No. 1, ₱ doz., net....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net....1.00

Tapes, Measuring

Eddy's:
American Asses' skin....40&10@50%
Leather Case....25@25&10%
Star steel....40@40&10%
Steel....30&5@35%
Chestermans....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin....40&10@50%
"Favorite" Duck & Leather....25&5@25&10%
Metallic steel, lower list....35@35&5%
Pocket....35@35&10%
Lufkin's steel and metallic....30@33⅓%

Tap Borers

See Borers, Tap.

Tap

American Screw Co.:
Machine screw....70%
Holroyd & Co's.:
Blacksmiths....60&10%
Machine screw....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc....65&10%
1⅜ to 2 in....50&10&5%
2⅛ to 3 in. inc....33⅓&10%
3⅛ to 4 in. inc....20%
Pipe, ⅛ to 1¼ in....80&20%
Pipe, 2 to 3 in....80&15%
Pipe, 3½ and 4 in....66⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara....20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Timber Scribes

Bemis & Call's....20%

Tobacco Cutters

National Specialty Co....40%
Enterprise Mfg. Co....25@30%

Toilet Clippers

See Clippers.

Trace Holders

Fernald's, ₱ doz. pairs....net $1.25

Trammel Points

C. E. Jennings & Co., "Eureka"....25%
Disston's....60&10%
Sargent's....40&10%
Stanley's....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net....$68.00
Payson's:
Balance, Iron list....70&10&10%

Traps

FLY—

Balloon....₱ doz. $1.25, ₱ gro., $12.00
Globe...." " 1.25, " " 12.00
Harper...." " 1.40, " " 13.50

GAME—

Enterprise Mole..:....15&10%
Hawley & Norton....65%
Newhouse....45@45&5%
Victor....70&10%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse....50%
Improved Rat....50%
New Rat....50%
Mouse, round wire, ₱ doz., $1.00....10%
Mouse, wood, choker, ₱ doz. holes....12c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ₱ doz....$13.25
No. 3, Rat, ₱ doz., $8.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap....$15.00
Yankee Mouse Trap.... 5.50
Yankee Rat Trap.... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro....$ 9.00
" 4, " " 24.00

Trowels, Mechanics

Brade's Brick....30%
Disston's:
Brick and Pointing....25%
Plastering....20%
"Standard Brand" and Garden....30%
C. E. Jennings & Co.:
Brick....30%
Plastering....25%
Pointing....30%
W. & McP. Plastering....25%
"Rose" Brick, Plast'ng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net....$4.80
" " Tinned, ₱ gross, net.... 6.00
Wood Hdl., ₱ gross, net.... 4.80
Disston's....30%
Avery's, net ₱ gro....$6.00

Vegetable Slicers

Enterprise Mfg. Co....25%

Ventilating Sash Locks

Ives Patent....55%
Robinsons Patent....33⅓%

Vises

Oval slide....50&10%
Solid box....50&10%
Columbian Hdw. Co.:
Nos. 110 and over....50&5%
Nos. 100 and under....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel....40%
Coachmakers'....40%
Armstrong's:
Combination....50%
Plain and Hinge....60%
Bonney's Champion....40&10
Holland's....40%
Howard's....40%
Little Giant Bench....25&2½%
Lowell Hand....33⅓%
Massey:
Perfect....15%
Clincher....35%
Wood-working....15%
Planer....15%
Comb. Pipe....15%
Millers' Falls:
Mechanics'....10%
Oval Slide....60&10%
Ball Clamp....45&10%
Hand....15&10%
Moore's....30%
Prentiss....20@25%
Sargent's....40%
Snediker's....30@33⅓%
Stephen's....30@33⅓%
Trenton....40@40&5%
Wright's Pipe....40%

SAW FILERS

Bonney's No. 1 & 3....40%
Wentworth's....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks....30&2%
Mfg. Co's. steel....45%
Automobile....45%
Lane's steel....30&10%

Washer Cutters

Otis A. Smith's....20&10&10%

Water Motors

Rosenberg's, single, F. O. B. Balto....40%
" in Doz. Lots, Frt. Pd..40&10%

Wedges

Neverslip Anchor Wedges	₱ Gro
No. 0-01—8-x —4-x —Ax } Top 1⅝"—1⅞"—1⅞"—1¾" }	$3.60
2-0—Adze Eye Hammer	1.80
3-0—Large Machinist Hammer	1 80
7-0—Medium " "	1.60
6-0—Small " "	1.60
2-x—Hatchet	1.80

Weights, Hitching

Covert Mfg. Co....40&2%

Well Wheels

Japanned, 8 to 14 in....ne

Weed Extractors

"Pastime," ₱ doz., net....$1.75

Window Cleaners

Barnes Mfg. Co....40%
Boaley's Peerless....60%
Boaley's X. L. C. R....70%
Clayton's....25&10%
Phœnix....60%

Window Stop Adjusters

Ives' new list....35%
Taplin's "Perfection"....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire....Net List
Bright Wire Goods:
New list June 24, 1903....30&25%
Cast steel wire....50%
Copper wire....10%
Annealed & Tin. on spools....70&10&10%
Brass and Cop. on spools....60@60&10%
Market Wire, Bright or Annealed:
Nos. 0 to 9....30%
Nos. 10 to 18....30&2½%
Nos. 19 to 26....30&7½%
Nos. 27 to 36....30&2½%
Galvanized:
Nos. 15 to 26....75%
Coppered:
Nos. 6 to 14....75&5%
Nos. 15 to 18....72½&10%
Tinned:
Nos. 6 to 14....75&10%
Nos. 15 to 18....75&7½%
Cast steel....50%
Picture wire, list of Oct. 2, 1900....35&10@35&10&10%
Stub's steel wire....$6.00 to£ 33⅓%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting....30@30&5%
Painted screen cloth, good quality, ₱ 100 sq. ft....$1.20

Wire Rope

Bright....45&2½%
Iron, galvanized....37½&2½%

Wire Rope Clips

Crosby....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz....$1.50

Wrenches

Agricultural....75@75&10%
Alligator....70&10%
Baxter's....70@70&10%
Machinists....50%
Solid handle....50&5%
Bemis & Call's:
Briggs pattern monkey....40%
Merrick " 50%
Steel Handle " 50%
Patent Combination black....40&5%
Patent Combination bright....40%
Improved Adjustable, S nut....40%
" " S pipe....40%
Boardman's....40%
Coes':
Genuine....40&10&5&5%
"Mechanics"....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer....70%
Eagle pipe....50&10%
Stillson pipe....60&5%
Acme....60@60&10%
Hercules....70%

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₱ gal....45c
Linseed, City, boiled, in bbls, " " 47c
Out of Town, on spot, ₱ gal....43c
Calcutta, raw, in barrels, ₱ gal....70c
Lard, prime city, ₱ gal....75@76c
Lard extra, No. 1....56@57c
Lard, No. 1....49@52c

Paints and Colors

Barytes, Foreign floated, ₱ ton.... $18.50@20.00
Barytes, American floated, ₱ ton $19.00
White Lead, American, dry, in bbls., ₱ lb....6¾c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net....7¾c
In lots of 500 lbs. and over, ₱ lb....7½c
White Lead Eng., in oil, ₱ lb....9¾@10c
Zinc, American dry, ₱ lb....5¾@6¾c

Putty, Commercial—₱ 100 lb

In bladders	$1.70	@1.85
In bbls or tubes	1.30	@1.45
In 1b. to 5 lb cans	2 05	@2.25
In 12½ to 50 lb cans	1.50	@1.90

Spirits Turpentine

In regular bbls., per gallon....67@67½c
In machine bbls. " " ....67½@68c

Dry Colors

	₱ Lb
Blue, Chinese	11@12c
Blue, Prussian	20@22c
Blue, Ultramarine	14@15c
Sienna, Italian, burnt & powdered	3@4½c
Sienna, Italian, raw & powdered	3@4½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	3½@4½c
Green, Chrome, ordinary	15½@17c
Green, Paris, in kegs	47½c
Indian, Red, American	20@25c
Indian, Red, English	4½@5½c

Colors in Oil

Black, Lampblack	14@15c
Blue, Chinese	20@22c
Blue, Prussian	22@25c
Blue, Ultramarine	13@15c
Sienna, burnt	12@15c
Sienna, raw	12@15c
Umber, burnt	11@15c
Umbo .	11@15c

HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Abrasives
Pike Mfg. Co., Pike, N. H.
Tanite Co., Stroudsburg, Pa.

Adzes
Peck Edge Tool Co., Cohoes, N. Y.

Agricultural Implements
American Fork & Hoe Co., Cleveland, O

"Always Sharp" Calks
Always Sharp Calk Mfg. Co., Jersey City, N. J.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

"Atlantic" Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Augers and Auger Bits
C. E. Jennings & Co., New York

Automatic Shears and Scissors
Davies Automatic Shear Co., New York.

Automobiles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Axes
Peck Edge Tool Co., Cohoes, N. Y.

Axle Grease
Frazer Lubricator Co., New York.
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Bank Locks
The Yale & Towne Mfg. Co., New York.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
Geo. W. Pitkin, Benton Harbor. Mich.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells, Bicycle
Frank Mossberg Co., Attleboro, Mass.

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Fasteners
The Bristol Co., Waterbury, Conn.

Belt Hooks
The Bristol Co., Waterbury, Conn.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries
Cushman & Denison, New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Blind Hinges
Parker Wire Goods Co., Worcester, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Bolt and Screw Cases
American Bolt and Screw Case Co., Dayton, Ohio.

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York

Box Straps
Cary Mfg. Co., New York

Braces, Carpenters
C. E. Jennings & Co., New York

Brackets, Shelf
Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"
Atlantic Stamping Co., Rochester, N. Y.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.
The Yale & Towne Mfg. Co., New York

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Wilkinson Shear & Cutlery Co., Reading, Pa.

Butchers' Scales
John Chatillon & Sons, New York

Butts, Door
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinet Hardware
The Yale & Towne Mfg. Co., New York.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Calks
Always Sharp Calk Mfg. Co., Jersey City, N. J.

Can Openers
W. G. Browne Mfg. Co., Kingston, N. Y.
Ellis Mfg. Co., Millidale, Conn.
A. F. Meisselbach & Bro., Newark, N. J.

Car Movers
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Carpenters' Levels
Baker-McMillen Co., Akron, Ohio.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co.. New York

Carriage Trimmers' Clips
U. S. Clothes Pin Co., Montpelier, Vt.

Carriers, Hay
F. E. Myers & Bro., Ashland, O.

Casters
Faultless Caster Co., Nebraska City, Neb

Chains
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chain Blocks
The Yale & Towne Mfg. Co., New York.

Chains, Cow
Covert Mfg. Co., Troy, N. Y.
Oneida Community, Oneida, N. Y.

Chains, Halter
Oneida Community, Ltd., Oneida, N. Y.

Chains, Sash
Oneida Community, Oneida, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers
John Chatillon & Sons, New York

Clippers
Coates Clipper Mfg. Co., Worcester Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York

Clothes Pins
U. S. Clothes Pin Co., Montpelier, Vt.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coat, Hat and Ceiling Hooks
Parker Wire Goods Co., Worcester, Mass.

Coffee and Spice Mills
Enterprise Mfg. Co. of Pa., Phila, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Combination Pipe Fitter
Blumer-Doscher Mfg. Co., Brooklyn.

Combination Squares
A. W. Hight, Toledo, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown, Ohio.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Knives
Wilkinson Shear & Cutlery Co., Reading, Pa.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Countersinks
C. E. Jennings & Co., New York

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Creamery Tin Ware
Atlantic Stamping Co., Rochester, N. Y

Cross-Cut Saw Handles
Theo. J. Ely Mfg. Co., Girard, Pa.

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Cutlery
Davies Automatic Shear Co., New York
Trout Hardware Co., Chicago, Ill.

Cutlery Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
Belden Machine Co., New Haven, Conn
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers
Taylor & Boggis Foundry Co., Cleve., O.

Diamond Tools
The Tanite Co., Stroudsburg, Pa.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Check and Spring (Blount)
The Yale & Towne Mfg. Co., New York.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.

Door Pulls
Parker Wire Goods Co., Worcester, Mass.

Draught Springs
Beecher Dranght Spring Co., New Haven, Conn.

Drawer Pulls
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
Keuffel & Esser Co., New York
L. S. Starrett Co., Athol, Mass.

Drawing Knives
C. E. Jennings & Co., New York

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Drills, Brick and Stone
Star Expansion Bolt Co., New York.

Drop Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
Peck Edge Tool Co., Cohoes, N. Y.

Egg Beaters
W. G. Browne Mfg. Co., Kingston, N.Y.
Holt-Lyon Co., Tarrytown, N. Y.

Electric Cooking and Heating Apparatus
Prometheus Electric Co., New York.

Electric Whistle
O'Brien Electrophone Co., Hallowell, Me.

Electrolytic Voltmeter
Weston Electrical Instrument Co., Newark, N. J.

Elevators
Eaton & Prince Co., Chicago, Ill.
Kimball Bros. Co., Council Bluffs, Iowa.

Emery
Oriental Emery Co., New Haven, Conn
The Tanite Co., Stroudsburg, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Glue
The Tanite Co., Stroudsburg, Pa.

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Emery Wheel Dressers
Diamond Saw & Stamping Works, Buffalo, N. Y.

Enameled Wiring Rings
Star Expansion Bolt Co., New York.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Expansion Bolts
Star Expansion Bolt Co., New York.

Fans (Ventilating, Ceiling)
The A. Rosenberg Co. Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.

Fences, Wire and Iron
Enterprise Foundry & Fence Co. Indianapolis, Ind.
Ohio Structural Iron Co., Sandusky, O.
Van Dorn Iron Works Co., Cleveland, O.

Files
G & H. Barnett Co., Philadelphia
Carver File Co., Philadelphia, Pa.
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa..

Fire Arms
Alfred Field & Co. New York
Marlin Fire Arms Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Escapes
Ohio Structural Iron Co., Sandusky, O.

Fishing Reels
A. F. Meisselbach & Bro., Newark, N. J

Fishing Tackle
Clark, Horrocks Co., Utica, N. Y.
E. J. Martin's Sons, Rockville, Conn.

"Fite Fire" (Fire Extinguisher)
Henry W. Landau, Newark, N. J.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
Enterprise Mfg. Co. of Pa., Philadelphia

Foot Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forging Drops
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forks
American Fork & Hoe Co., Cleveland, O.

Freezers (Ice Cream)
North Bros. Mfg. Co., Philadelphia, Pa

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Fry-Pan Lids and Pot Covers
Kitchen Specialty Mfg. Co., Reading, Pa

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Wire
Fuller Bros. & Co., New York

Galvanized Ware
Atlantic Stamping Co., Rochester, N. Y

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Atlantic Stamping Co., Rochester, N. Y

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Cooking Ranges
Albany Foundry Co., Albany, N. Y.

Gas Heaters
Albany Foundry Co., Albany, N. Y.

Gas Industrial Appliances
Albany Foundry Co., Albany, N. Y.

Gas Machines and Mixers
C. M. Kemp Mfg. Co., Baltimore, Md.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gas Ranges
Albany Foundry Co., Albany, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt
Stanley Rule and Level Co., New York.

Gauges, Recording
The Bristol Co., Waterbury, Conn.

Gimlets
C. E. Jennings & Co., New York.

Glass Cutters
W. L. Barrett, Bristol, Conn.

Glue
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Gongs
Frank Mossberg Co., Attleboro, Mass.

Government Contracts
U. S. Government Advertiser, Washington, D. C.

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Grass Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Grinding Machines
The Tanite Co., Stroudsburg, Pa.

Gummers, Saw
Henry Disston & Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Trout Hardware Co., Chicago, Ill.

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saw Frames
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Sterling)
Diamond Saw & Stamping Co., Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

Hammers
Henry Cheney Hammer Co., Little Falls, N. Y.
Stanley Rule & Level Co., New York

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand and Foot Power Grinders
Royal Mfg. Co., Lancaster, Pa.

Handles
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Handles, Tool
Berger Bros. Co., Philadelphia

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Jobbers
Kelley-How-Thomson Co., Duluth, Minn.
Trout Hardware Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
Robert Murray, New York

Hardware Specialties
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
H. B. Ives Co., New Haven, Conn.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Parker Wire Goods Co., Worcester, Mass.
Taylor & Boggis Foundry Co., Cleveland, O.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Hatchets
Peck Edge Tool Co., Cohoes, N. Y.

Hasps and Staples
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.

Hay Racks
Ohio Structural Iron Co., Sandusky, O.

Hedge Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co. Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hitching Posts
Ohio Structural Iron Co., Sandusky, O.

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware, Steel
Avery Stamping Co., Cleveland, O.

Hones, Razor
S. R. Droescher, New York.
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia

Hooks, Belt
The Bristol Co., Waterbury, Conn.

Hooks, Folding, For Garments
The Clift Co., Cleveland, Ohio.

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N.Y

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn
Standard Horse Nail Co, New Brighton, Pa.

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Horse Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City N. J.

Household Tin Ware
Atlantic Stamping Co., Rochester, N. Y

Ice Balances
John Chatillon & Sons, New York
Pelouse Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
North Bros., Mfg. Co., Philadelphia

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.

Importers
S. Guiterman & Co., Ltd., London and New York.

Inclinometers
Russell-Kimball Mfg. Co., Dunkirk N. Y.

Insect Exterminators
Hammond's Slug Shot Works, Fishkill-on-Hudson, N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Kerosene Furnaces
Barthel Blow Lamp Co., Boston, Mass.

Kettles, Steel Cooking
Avery Stamping Co., Cleveland, O.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Labels, Gummed
Dayton Label Co., Dayton, O.

Ladders, Folding
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.

Ladders (Rolling)
Bicycle Step Ladder Co., Chicago, Ill.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Landing Nets, Ring, Staff
A. F. Meisselbach & Bro., Newark, N. J.

Lawn Fences
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Lawn Mower Grinders
Root Bros. Co., Plymouth, Ohio.

Lawn Seats
Ohio Structural Iron Co., Sandusky, O.

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialy Co., Erie, Pa.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Baker-McMillen Co., Akron, Ohio.
Russell-Kimball Mfg. Co., Dunkirk. N. Y.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels, Semi-Circular
Russell-Kimball Mfg. Co., Dunkirk N. Y.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Locks
Yale & Towne Mfg. Co., New York.

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lumber Crayons
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Lunch Boxes (Folding)
Rochester Lunch Box Mfg. Co., Rochester, N. Y.

Machinists' Supplies
Diamond Saw & Stamping Works, Buffalo, N. Y.

Machinists' Tools
Henry Disston & Sons, Inc., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mallets
Stanley Rule & Level Co., New York

Manufacturers' Agents
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.

Masons' Levels
Baker-McMillen Co., Akron, Ohio.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

Measuring Tapes
Alfred Field & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.

Mechanics' White Tape
Morgan & Wright, Detroit, Mich.

Metal Novelties
Frank Mossberg Co., Attleboro, Mass.

Metal Shingles
Cortright Metal Roofing Co., Philadelphia.
Montross Metal Shingle Co., Camden, N. J.

Metal Ware
Pritchard-Strong Co., Rochester N. Y.

Metal Workers' Crayons
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Mills, Coffee and Spice
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mops
Bay State Mop Co., Woburn, Mass.

Mop Wringers
Lee Chair Co., Oneida, N. Y.

Motor Cycles and Accessories
Thomas Auto-Bi Co., Buffalo, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nail Pullers
Belden Machine Co., New Haven, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.

Needles
Alfred Field & Co., New York

"Neverslip" Anchor Wedges
Neverslip Anchor Wedge Co., Auburn, N. Y.

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans
Atlantic Stamping Co., Rochester, N. Y.
A. F. Meisselbach & Bro., Newark, N. J.

Oil Heaters
Novelty Mfg. Co., Jackson, Mich.
Roberts & Mander Stove Co., Philadelphia, Pa.

Oil Stones
S. R. Droescher, New York.
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City. N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
The Yale & Towne Mfg. Co., New York.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
Trout Hardware Co., Chicago, Ill.

Paper Clips
Cushman & Denison, New York
U. S. Clothes Pin Co., Montpelier, Vt.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Photograph Clips
U. S. Clothes Pin Co., Montpelier, Vt.

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Wrenches
Belden Machine Co., New Haven, Conn.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Plated Ware
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
John Chatillon & Sons, New York
Alfred Field & Co., New York

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Plate Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishing Pastes
The Tanite Co., Stroudsburg, Pa.

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Office Lock Boxes
The Yale & Towne Mfg. Co., New York.

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Poultry Specialties
Keyes-Davis Co., Ltd., Battle Creek, Mich.

Power Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
American Fork & Hoe Co., Cleveland, O.

Ratchet Stocks
C. M. Kemp Mfg. Co., Baltimore, Md.

Razors
Alfred Field & Co., New York
Geneva Cutlery Co., Geneva, N. Y.
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razors, Safety
Gillette Sales Co., New York, N. Y.

Reamers
C. E. Jennings & Co., New York

Reels, Rope
Udell Works, Indianapolis, Ind.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Removable Calks
Always Sharp Calk Mfg. Co., Jersey City, N. J.

Rifles
Hamilton Rifle Co., Plymouth, Mich.
Marlin Fire Arms Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivet Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Rivets
Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates
M. C. Henley, Richmond, Ind.

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing Bracket
W. S. Griswold & Co., Springfield, Mass.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
American Sheet & Tin Plate Co., Pittsburgh, Pa.
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
Stowell Mfg. Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co., Jersey City, N. J.

Rug and Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.

Safety Razors
Gillette Sales Co., New York.
The Herbrand Co., Fremont, O.
Perfection Razor Co., Brooklyn, N. Y.

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sanitary Stoneware
Fulper Pottery Co., Flemington, N. J.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Diamond Saw & Stamping Works, Buffalo, N. Y.
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co. New York

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago.

Scissors, Automatic
Davies Automatic Shear Co., New York.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screwless Shears and Scissors
Davies Automatic Shear Co., New York.

Screws
Robert Murray, New York

Screw Drivers
C. E. Jennings & Co., New York
North Bros., Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Eyes, Screw Hooks
Parker Wire Goods Co., Worcester, Mass.

Screw Thread Rolling Machines
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.

Screw Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Screw Wrenches
Bemis & Call Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
American Fork & Hoe Co., Cleveland, O

Scythe Stones
Pike Mfg. Co., Pike, N. H.

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Seed Sowers
Cyclone Seeder Co., Urbana, Ind.

Self-Heating Flat Irons
Imperial Brass Mfg. Co., Chicago, Ill.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Sheep Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Shoe Holders
Coulter Mfg. Co., Philadelphia.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Marlin Fire Arms Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Cleaners ("Klondyke")
Avery Stamping Co., Cleveland, Ohio.

Sink Brushes
Parker Wire Goods Co., Worcester, Mass.

Skewers
John Chatillon & Sons, New York

Slater' Tools
Belden Machine Co., New Haven, Conn

Slaw Cutters
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York

Snap Hose Coupling
Nelson & Morrison Mfg. Co., Peoria, Il.

Snow Shovels ("Alaska")
Avery Stamping Co., Cleveland, Ohio.

Soapstone Crayons
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

Solder
Berger Bros. Co., Philadelphia

Spark Plugs
National Sales Corporation, New York.

Speaking Tubes
Berger Bros. Co., Philadelphia

Special Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Spiders, Steel
Avery Stamping Co., Cleveland, O.

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
North Bros. Mfg. Co., Phila, Pa.

Spirit Levels
Baker-McMillen Co., Akron, Ohio.

Spoke Shaves
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Sporting Goods
Trout Hardware Co., Chicago, Ill.

Spring Balances
John Chatillon & Sons, New York

Spring Hinges
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Springs, Draught
Beecher Draught Spring Co., New Haven, Conn.

Springset Shears and Scissors
Davies Automatic Shear Co., New York

Springs, Wire
John Chatillon & Sons, New York

Squares, Steel
Henry Disston & Sons, Inc., Phila., Pa.
L. S. Starrett Co., Athol, Mass.

Stable Fixtures
Ohio Structural Iron Co., Sandusky, O.

Stamps, Steel
Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Stay Rollers
Cronk & Carrier Mfg. Co., Elmira, N. Y
McKinney Mfg. Co., Allegheny, Pa.

Steam Cookers and Bakers
Ohio Cooker Co., Toledo, Ohio.
Toledo Cooker Co., Toledo, O.

Steamfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Steel
American Tube & Stamping Co., Bridgeport, Conn.

Steel Belt Lacing
Bristol Co., Waterbury, Conn.

Steel Hinges, Spring
Bommer Bros., Brooklyn, N. Y.

Steel, Hoop and Band
Harold McCalla, Philadelphia, Pa.

Steel Letters and Figures
Schwerdtle Stamp Co., Bridgeport, Conn

Steel Measuring Tapes
Keuffel & Esser, New York
L. S. Starrett Co., Athol, Mass.

Steel Rules
L. S. Starrett Co., Athol, Mass.

Steel Stamping
Avery Stamping Co., Cleveland, O.
Frank Mossberg Co., Attleboro, Mass.

Stencils
Schwerdtle Stamp Co., Bridgeport, Conn

Step Ladders (Rolling)
Bicycle Step Ladder Co., Chicago, Ill.

Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York

Stove Lifters
Troy Nickel Works, Albany, N. Y.

Stove Trimmings
Troy Nickel Works, Albany, N. Y.

Strapping Belts
Ames Sword Co., Chicopee, Mass.

Strip Steel
West Leechburg Steel Co., Pittsburgh.

Strops, Razor
Alfred Field & Co., New York

Tables, Folding
Udell Works, Indianapolis, Ind.

Tack Hammers
W. G. Browne Mfg. Co., Kingston, N.Y.

Tackle Blocks
Boston & Lockport Block Co., Boston, Mass.

Tack Pullers
W. G. Browne Mfg. Co., Kingston, N.Y.
Ellis Mfg. Co., Millidale, Conn.

Tailors' Shears
R. Heinisch's Sons Co., Newark, N. J.

Talc Crayons
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Tape Measures
W. G. Browne Mfg. Co., Kingston, N.Y.

Terne Plates
American Sheet & Tin Plate Co., Pittsburgh, Pa.

Three-in-One Oil
George W. Cole Co., New York.

Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Tinners' and Roofers' Supplies
Berger Bros. Co., Philadelphia

Tinners' Snips
R. Heinisch's Sons Co., Newark, N. J.

Toggle Bolts
Star Expansion Bolt Co., New York.

Toilet Ware
Atlantic Stamping Co., Rochester, N. Y

Tool Chests and Cabinets
Am. Tool Chest Co., New York, N. Y.
C. E. Jennings & Co., New York

Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.

Torches
Turner Brass Works, Chicago, Ill.

Toys, Iron
Arcade Mfg. Co., Freeport, Ills.

Tool Sharpeners
Royal Mfg. Co., Lancaster, Pa.

Transom Chains
Smith & Egge Mfg. Co., Bridgeport, Conn

Traps, Rat and Mouse
Smith & Egge Mfg. Co., Bridgeport, Conn

Trouser and Skirt Hanger
Caldwell Mfg. Co., Rochester, N. Y.

Trowels
Henry Disston & Sons, Philadelphia
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Trucks, Store
John Chatillon & Sons, New York

Trunk and Suit Case Locks
The Yale & Towne Mfg. Co., New York

Tube Expanders
Ajax Mfg. Co., Pittsburgh, Pa

Tubes, Seamless Drawn
American Tube & Stamping Co., Bridgeport, Conn.

Tubing
American Tube & Stamping Co., Bridgeport, Conn.

Turnbuckles
Columbus Bolt Works, Columbus O.

Twist Drills
C. E. Jennings & Co., New York

Valves, Pump
Berger Bros. Co., Philadelphia
F. E. Myers & Bro., Ashland, Ohio

Varnishes
Adams & Elting Co., Chicago, Ills.

Ventilating Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Ventilators
Berger Bros. Co., Philadelphia

Vises
Armstrong Mfg. Co., Bridgeport, Conn
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Wagon Jacks
Covert Mfg. Co., Troy, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.

Warm Air Generators
Kelsey Heating Co., Syracuse, N. Y.

Washers, Iron and Steel
Avery Stamping Co., Cleveland, O.
Columbus Bolt Works, Columbus, O.

Washing Machines
Blackstone Mfg. Co., Jamestown, N. Y.
H. F. Brammer Mfg. Co., Davenport, Ia.
Michigan Washing Machine Co., Muskegon, Mich.
Standard Mfg. Co., Shelby, Ohio.
White Lily Washer Co., Davenport, Ia.

Wash Boilers
Atlantic Stamping Co., Rochester, N. Y

Wash Tubs
Atlantic Stamping Co., Rochester, N. Y.

Water Coolers
Rose Mfg. Co., New York.

Water Filters
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.

Water Motors
The A. Rosenberg Co., Baltimore, Md.

Well Augers
Iwan Bros., Streator, Ill.

Wheelbarrows
American Fork & Hoe Co., Cleveland, O.
Bryan Mfg. Co., Bryan, Ohio

Whetstones
The Tanite Co., Stroudsburg, Pa.

White Steel Enameled Ware
Geo. H. Bowman Co., Cleveland, Ohio.

Window Guards
Ohio Structural Iron Co., Sandusky, O.

Window Stop Adjusters
H. B. Ives Co., New Haven, Conn.

Wire, Coiled Spring
John Chatillon & Sons, New York

Wire Cloth
Buffalo Wire Works Co., Buffalo, N. Y.
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Trenton, Chicago, San Francisco
Parker Wire Goods Co., Worcester, Mass

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New Jersey Wire Cloth Co., Trenton and New York

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Berger Bros. Co., Philadelphia
Fuller Bros., New York
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Wire, Music
Alfred Field & Co., New York

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Fuller Bros. & Co., New York

Wire Springs
John Chatillon & Sons, New York

Wire Straighteners
Chandler & Farquhar, Boston

Wood Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.

Wood Hardware Specialties.
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Stanley Rule & Level Co., New Britain Conn.

Wrenches
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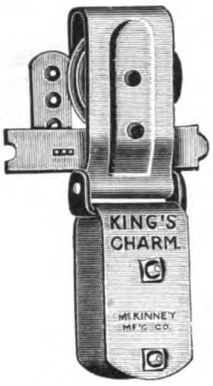
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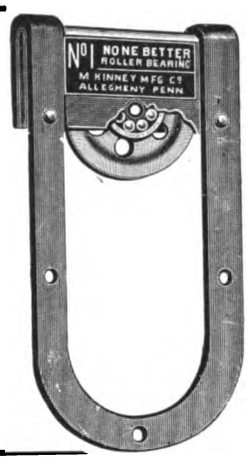
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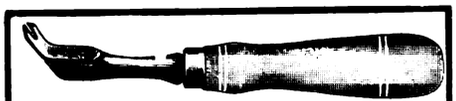
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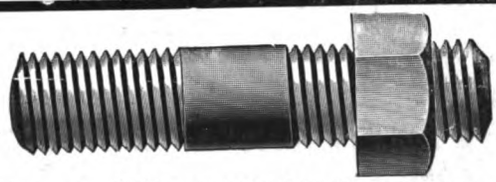
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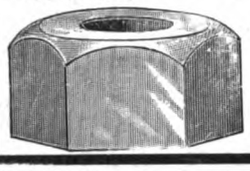
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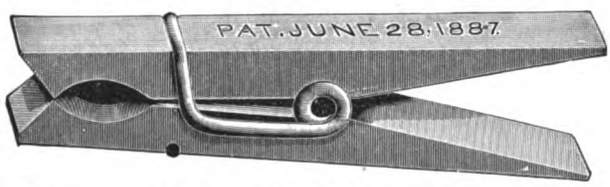
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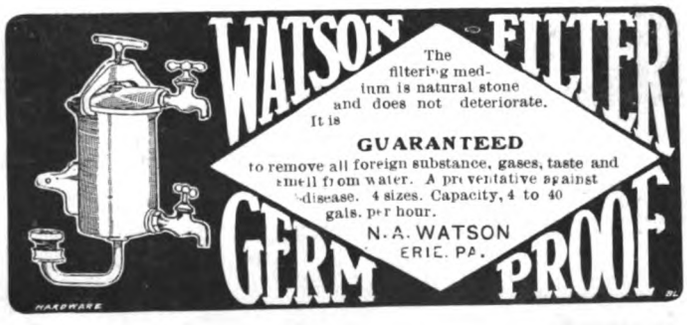
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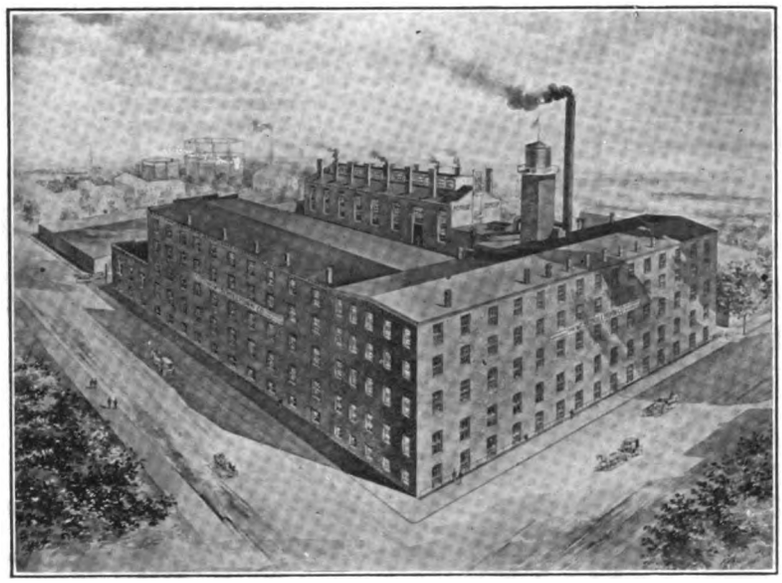
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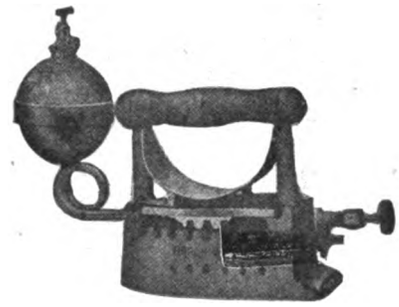
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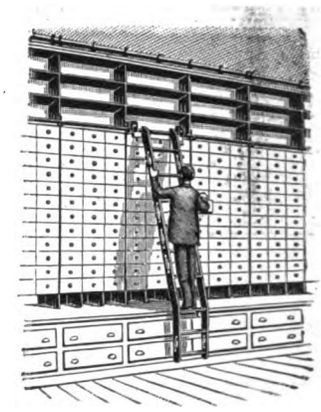


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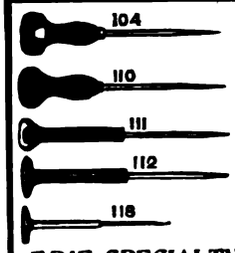
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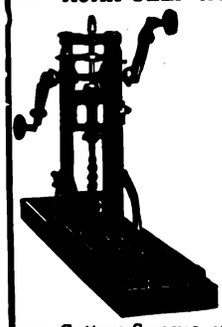
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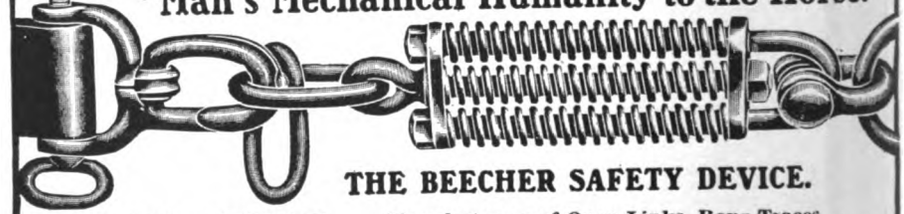
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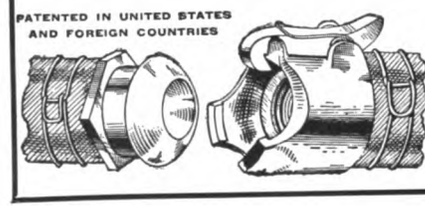


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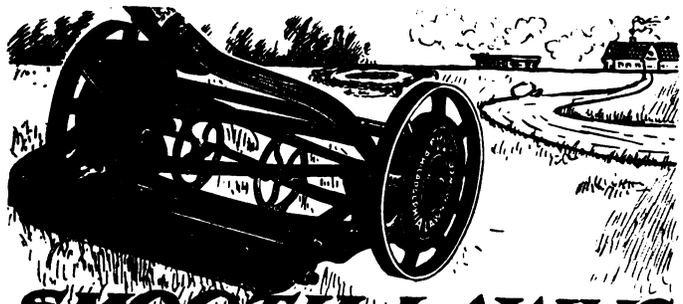
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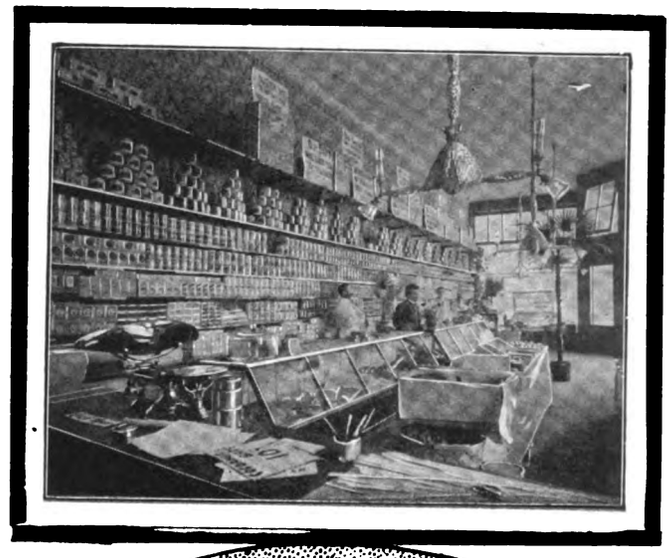
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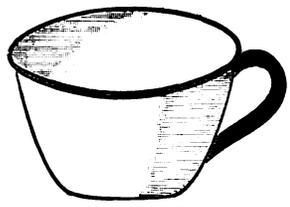
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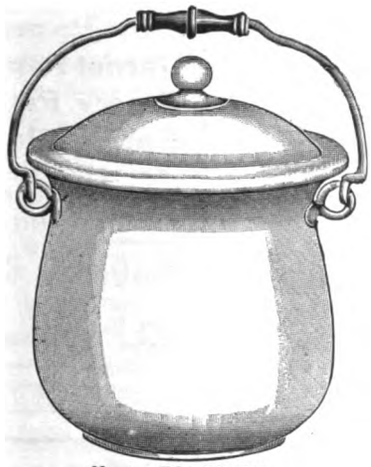
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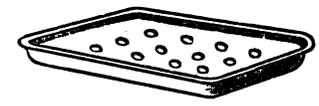
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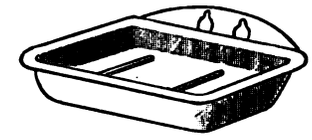
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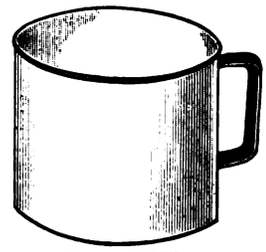
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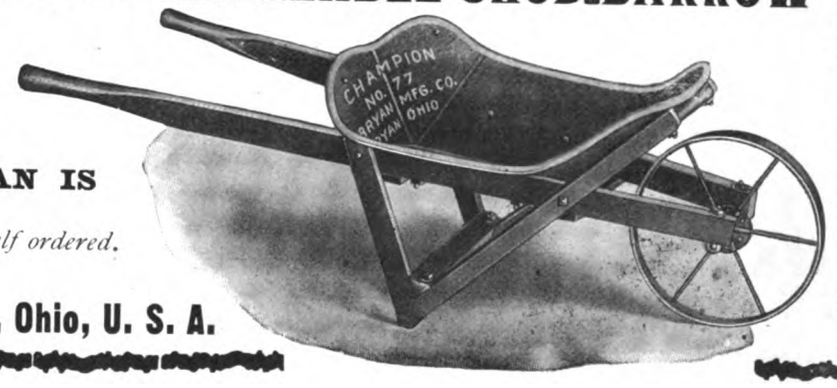
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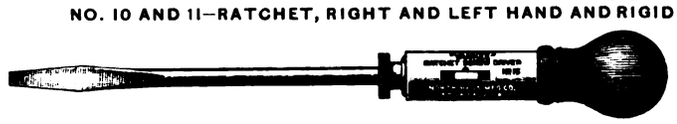
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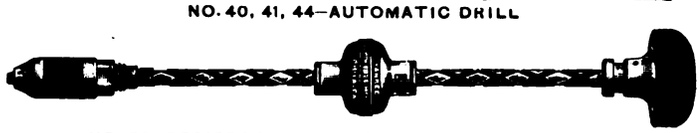
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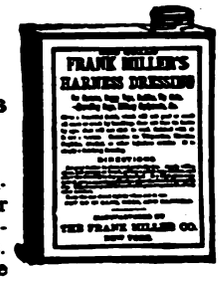
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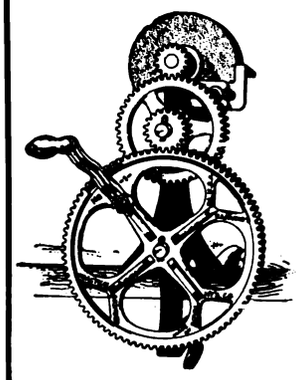
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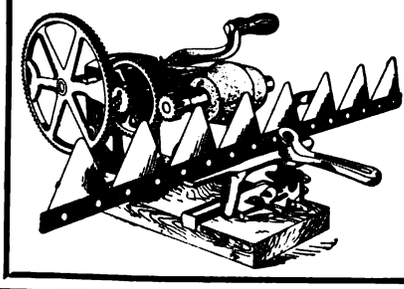
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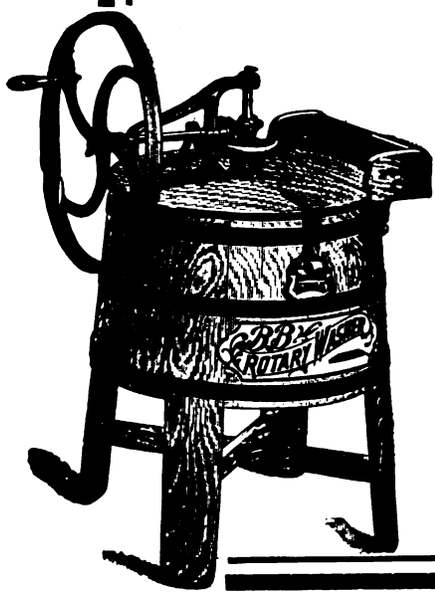
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The "B-B" Rotary Washer

Does a Bigger and Better "Wash" in less time with less worry and less work than the "just-as-good" kind. For that reason it's the all-the-year-round favorite among thrifty housewives. Its



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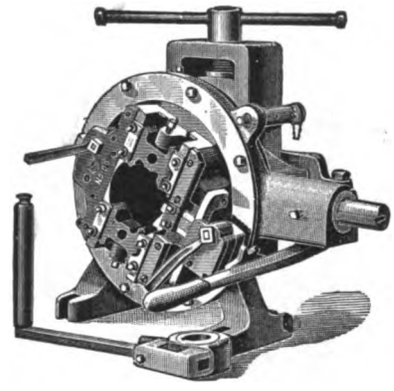
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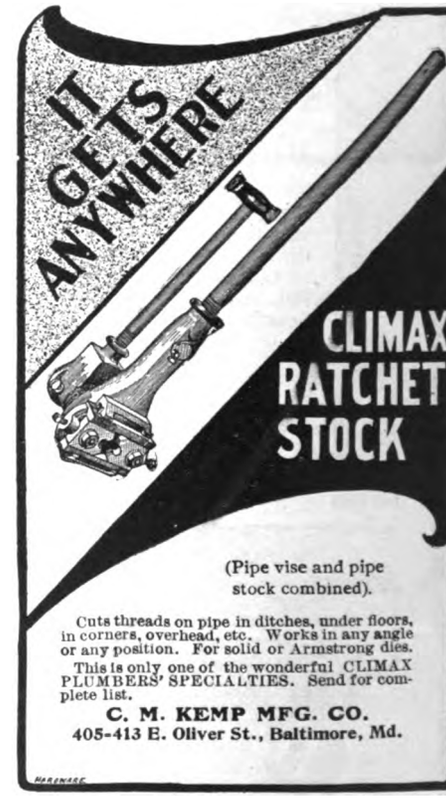
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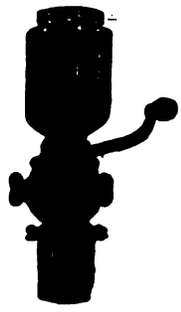
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THE CRYSTAL COFFEE MILL with glass hopper and tumbler, the most perfect mill made and with it the most discriminating customers can be interested. Its superior advantages are apparent at sight.

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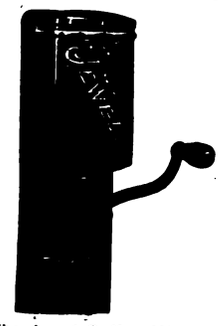
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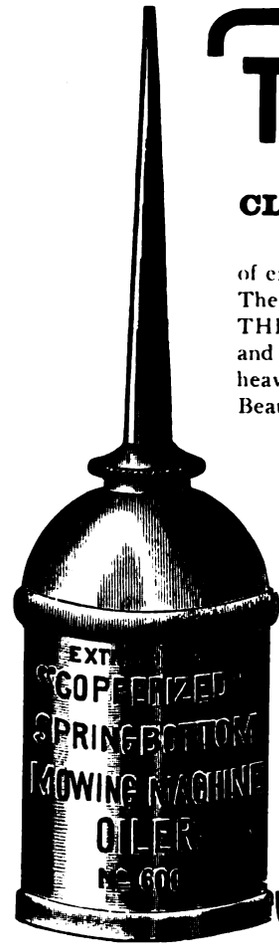
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These saws are made of the finest grade of steel, found after exhaustive experiments to be best adapted to the purpose.

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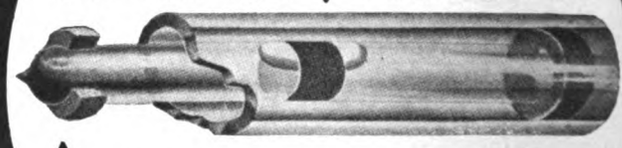
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AKRON LEVELS

Are Superior to Others. Wide Band makes accurate reading easy at a distance of 10 feet.



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They have many advantages, such as a light weight, correct length, and are sold at a cheap price for quality.

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HARDWARE



WHAT WILL CONCRETE DO TO THE HARDWARE TRADE?

A CONDITION WHICH HAS ARISEN FROM THE WIDESPREAD USE OF ARTIFICIAL STONE IN BUILDING, AND WHICH MAY AFFECT THE DEALER, JOBBER AND MANUFACTURER.

IN THE growing use of concrete for construction work there has arisen a condition which is liable to affect the Hardware trade in those lines which have formerly been used in large quantities by the builders, but which are now of minor consideration in the erection of the artificial stone structure. New fields of manufacture have been opened up for the machinery and reinforcements needed for this comparatively new method of building, but they are in the nature of specialties which bar the Hardwareman from the trade. Mixing and pressing machinery and structural iron work now take the place of the lumber yard and planing mill, and the cement worker has forced the carpenter, with his nails and wood-working tools, off of the scaffold into the interior of the plaster frame.

The ease with which concrete can be manipulated is causing it to be more and more used. Where will the movement stop? It is now the custom to lath the interior of some of the smaller structures in the old way, but this, too, will soon be dispensed with, for a plaster, which is strong enough to withstand outside exposure, is certainly a good enough substance with which to face the interior walls. For many buildings which are intended to be faced outside with a finishing coat of cement, a mould of rough boards, which can be moved up as the wall dries below, is sufficient wood-work to extend the building as high as is necessary. Beams which are moulded into this wall are certainly fastened very well. Floors and roofs of concrete are much superior to any wooden construction, however, and even the shingles have undergone the same development.

While paint and oil is not strictly a Hardware specialty, it is carried in stock by fully ninety per cent. of the Hardware stores. Yet concrete does not need paint, as coloring matter, when desired, is added to the blocks before they are moulded and pressed.

Just how far these things will affect the Hardware trade is a matter of conjecture. It is certain that the new market opened up for machinery and supplies for concrete building is already so well monopolized by specialists that the Hardware jobber and dealer cannot hope to compete in either their sale or the knowledge necessary to cater to this market. With the exception of the very largest skyscrapers, there is scarcely a building to which concete can not be adapted. Residences, barns, factories, warehouses, schools, theatres, public buildings of the finest architecture, power-houses, office buildings, bridges, fences—everything is grist that comes to the mill of the man who mixes sand and cement. Considering the present high cost of lumber and wooden building material, it is only natural to suppose that the concrete age is advancing with rapid strides. Whether or not this will bring about a sufficient increase in building for the extra sales of interior furnishings to offset the loss of business in nails, wood-working tools, roofing, paints, etc., or whether there will be any actual loss of this kind, is a matter to be determined. HARDWARE will be pleased to receive comments from readers on this interesting subject.

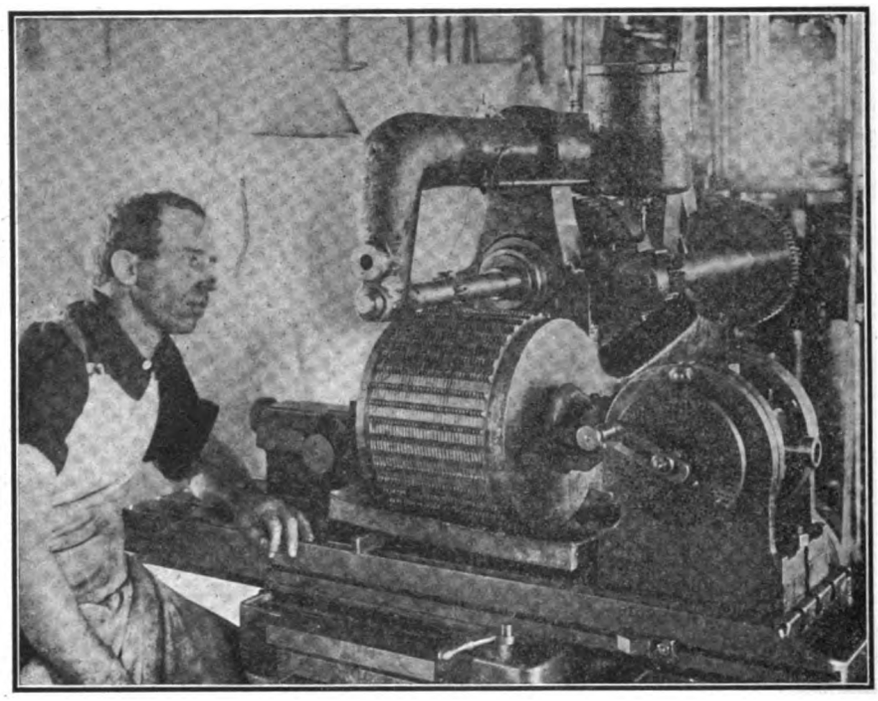
BICYCLES A PROFITABLE SPECIALTY FOR THE HARDWARE DEALER

BY G. H. DIRIHOLD. THIRD PAPER

THE development which converted the velocipede of our younger days into the practical bicycle of to-day may be briefly summed up as the rubber tire, the suspension wheels, the ball bearings, weldless steel tubing, the wooden rim, the chain gearing, and the coaster brake.

The rubber tire, including its later variation, the pneumatic tire, was perhaps the most important of these improvements. On looking up the history of the rubber tire, I find that as early as 1845 an English civil engineer, R. W. Thompson, patented a pneumatic tire, which differed but little from the present form, but at that time, as there were no cyclists, and little or no use for such a tire, the patent was allowed to lapse, without having reached any commercial importance. When the "ordinary" bicycle came into use, "U" and "V"-shaped steel rims were used, into which solid rubber tires were cemented, or fastened with corrugated wires. Between 1876 and 1882 the tendency was to reduce the size of the tire. This continued until 1889, when John B. Dunlop, an Irish veterinary surgeon, fitted a piece of rubber hose to his son's bicycle.

From this inconspicuous beginning grew the pneumatic tire, the great marvel in the construction of the modern bicycle tire, and the basis upon which the present tire industry rests. At every period throughout the history of bicycle construction, attempts have been made to decrease the vibration, thus at the same time contributing to the comfort of the rider, and increasing velocity by lessening the rolling friction; but all efforts were in vain until the event of the penumatic tire. At first it was received with incredulity by the manufacturers and the riders, who feared to meet with punctures, but it soon demonstrated its indispensibility, which is abundantly proven by the fact that though previous to 1889 a pneumatic tire was unheard of, eighty per cent. of all machines manufactured were fitted with them in 1891, and two years later a bicycle fitted with any other style was a curiosity.



CUTTING THE SPROCKET WHEELS

The cushion tire was invented in 1901. This was an India rubber tire, very much larger than the solid rubber tire, and having a small hollow air space running through it. The pneumatic and the cushion were practically made on the same principle, but the pneumatic soon demonstrated its superiority over the cushions, and to-day they stand supreme as the standard hubber bicycle tire.

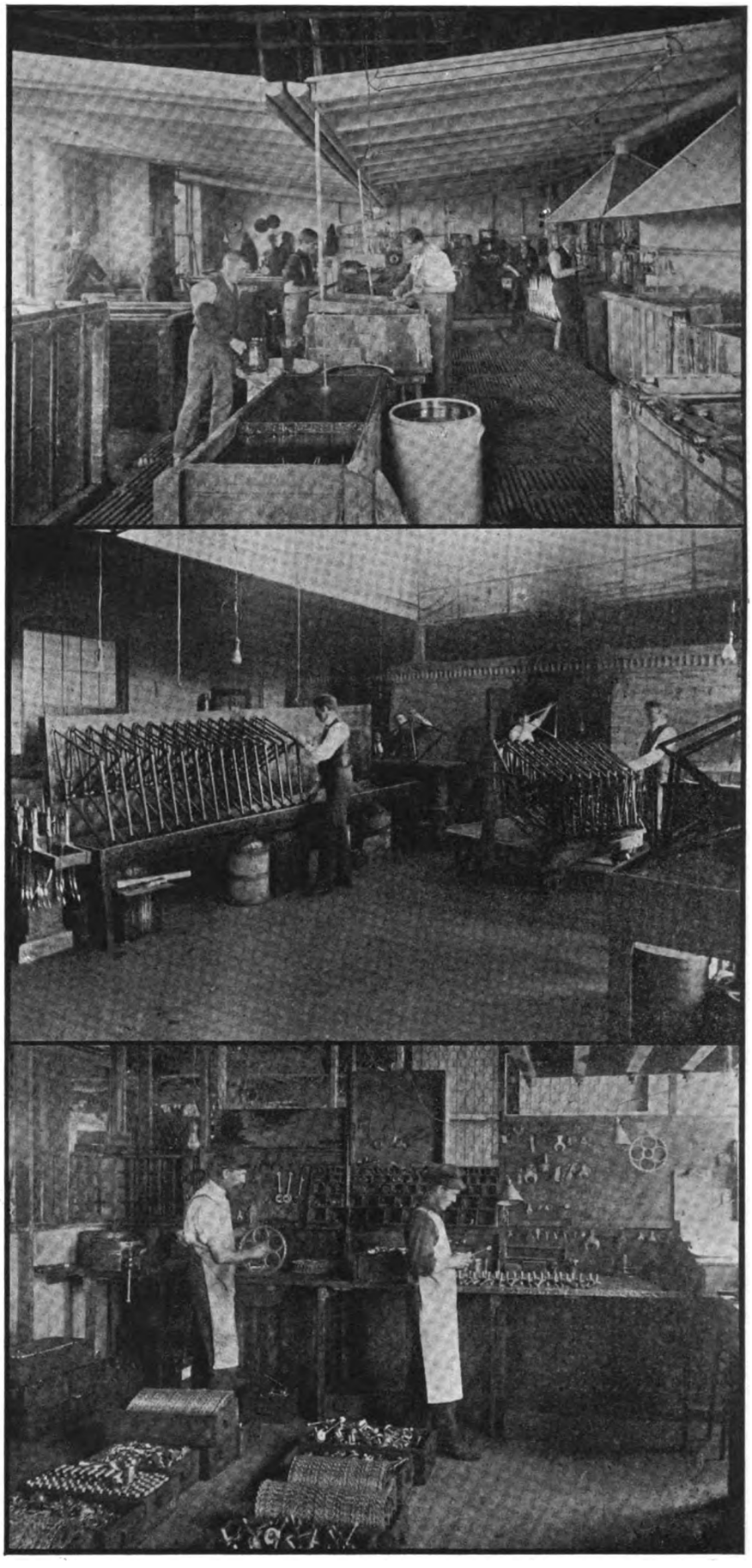
Tires have been variously styled as the "lungs" and the "foot-wear" of the bicycle to-day. It is displeasing to remark that there is an enormous production of indifferent and doubtful tires. Such tires are made to order—are made to sell—to sell cheaply—and not for

practical use. They are usually attached to the cheap bicycle which, like the tires, and for the same reason, do not bear the name of their manufacturers, and it may be added that the limit to cycling is the cheap bicycle, fitted with a cheap tire and a cheap saddle. The rider who wants good rubber tires, and who would rather be safe than be sorry, must expect to pay the price of rubber, and will recognize that the presence or absence of the manufacturer's name is a guarantee of either better or worse quality. Penny wisdom in the purchase of tires has proven expensive in the long run, and always will prove so.

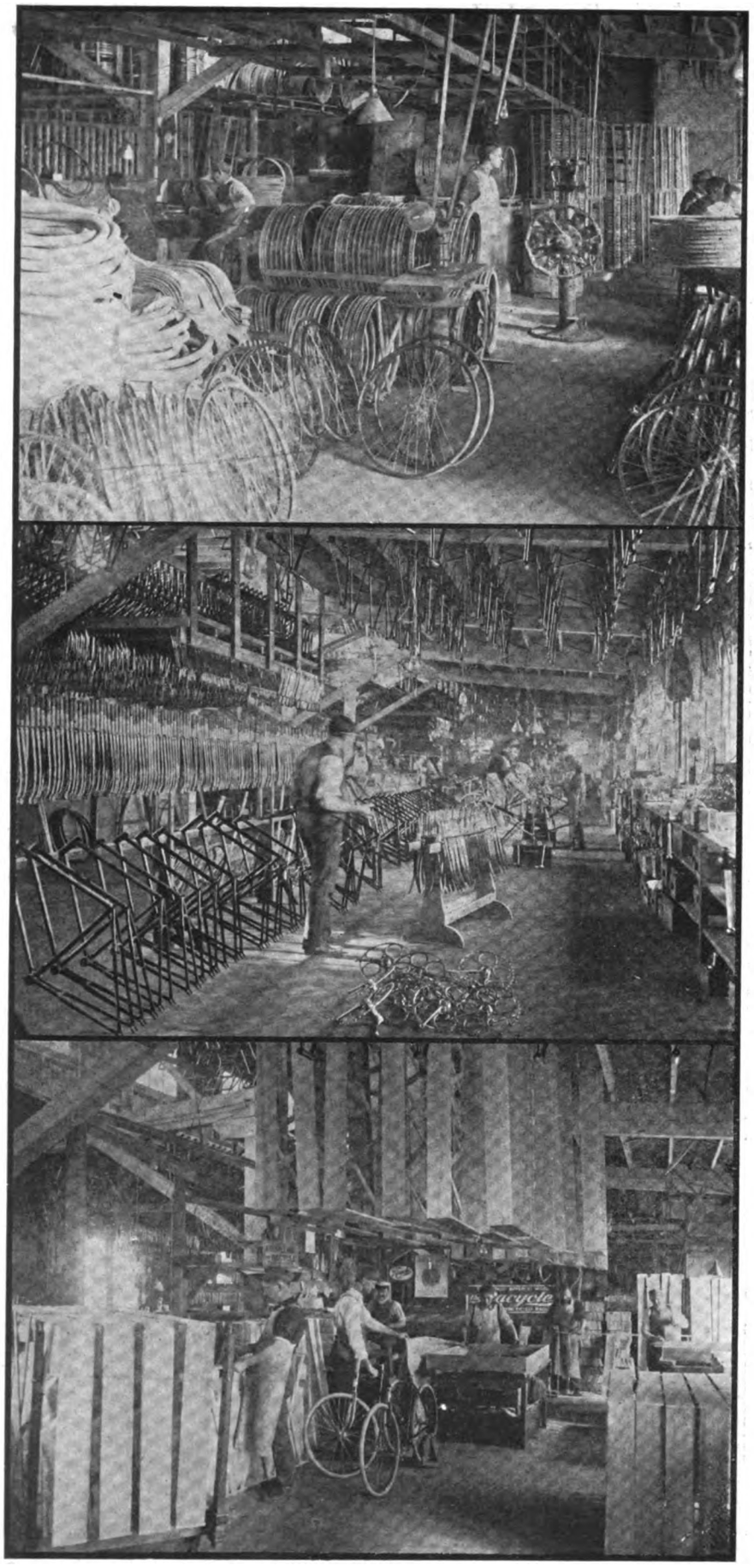
Prominent among the standard brand of tires now on the market may be named the G. & J., Hartford, M. & W. and Palmer. The G. & J. tire is known as the tire that is held in place by inflation, and is removed by deflation. Deflation is a quick and simple process, and necessarily the roadside repair of G. & J. tires is also a quick, sure and simple, toolless operation, as well as a permanent one. The name "Hartford" has always stood for what is best in pneumatic tires. It stands for quality and reliability, and has a definite meaning to every cyclist. The makers of M. & W. tires have stood as the chief exponents of the cemented double-tube type, first, last and all the time. Single-tube tires are also put out under the M. & W. mark, and the guarantee has always been liberal and the price reasonable. Palmer tires are principally known for their resiliency and easy-riding qualities. They are made by the D. F. Goodrich Co., Akron, Ohio.

The main difference between the single tube and the double-tube tire lies in the fact that in the single-tube tire the inner tire is built in, while in the double tube it is made separately and pulled in, after the casing is made.

Whatever drawbacks the pneumatic tires may possess, are compensated for by its qualities of increased comfort and speed. The solid bicycle tire is dead, and the cushion tire moribund; consideration of the pocket alone keeps the latter alive. That the superiority of the pneumatic is absolute has long since ceased to be a matter of argument. It is a case of once used always used, and with the large number of good pneumatic brand tires on the market, it is



IN THE NICKEL-PLATING DEPARTMENT. THE GAS-HEATED ENAMELING OVENS. WHERE THE FINISHED PARTS ARE INSPECTED



IN THE WHEEL-ROOM. ASSEMBLING THE FINISHED MACHINE. THE LAST STEP—CRATING FOR SHIPMENT

merely a matter of personal choice as to what brand of pneumatic tires is desired.

While the purchase of either single or double-tube tires is a matter of individual choice with the rider, I believe that single-tube tires are more satisfactory than double-tube tires. With a single-tube tire a puncture can be repaired almost instantly with the aid of a ¾x4 needle-top tube filled with plugoid. For the rider there is no clumsy outfit to lug along—there is no re-cementing tires to rim—no more spoiled clothes. Then, before the tire is all worn out as a single tube, it can be converted into a double tube and be used for another entire season's wear.

Bicycling is now too firmly established as a recognized favorite and economical means of locomotion to be in the least danger of dying a natural death. Only let the bicycle be properly used and not abused, and the benefits to be derived from its exercise alone will be incalculable.

For the Hardware dealer the present revival of the bicycle means increased trade and profits, and the sooner he will stock the line and get started selling bicycles, the quicker will he reap the large harvest of bicycle profits. Why not order bicycle samples to-day and begin the 1907 wheel campaign at once?

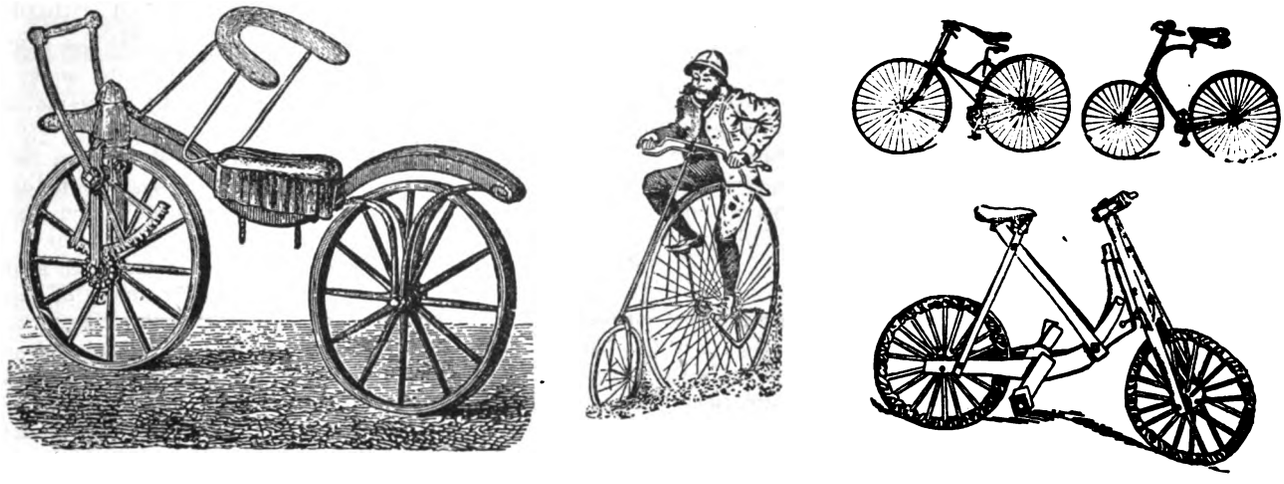
People who are going to ride and who will not buy until later, are already making up their minds what wheel to purchase. Put the sample wheels on display in the front part of your store or show-window with plain price tickets, and a few pertinent remarks about the tire, equipment, coaster brake, etc. Above all, as soon as the riding season opens up, get a few wheels in active and permanent use, for wheels, like all other good things, *are their own best advertisement.*

I am writing mainly in the interest of the Hardware dealer, and because I believe it is my duty to encourage the retail Hardware merchant to carry a few bicycles. The fact that he is prejudiced against them, because he had some years ago that didn't sell or that didn't give satisfaction, or were sold below cost, is no reason that he should not put them in now when things have changed for the better. Of course, I fully realize the days of selling attractive, high-priced

wheels is gone—you know that as well as I do—but there is a wonderful demand for good, substantial, serviceable and easy-running bicycles which can be sold at a popular price, and this is the trade you should equip yourself to go after and secure.

Just stop and think about it yourself. Two hundred thousand bicycles sold in 1904, as against seven hundred and fifty thousand to be actually made, sold and delivered in 1907. Isn't that something to think about? It certainly indicates that the bicycle is coming back into general use. Ask yourself if you can afford to pass up bicycles during 1907. Ask yourself if you can really afford to allow this business and profit to go to your competitor. Right now is the time to begin planning for the bigger and better bicycle trade of 1907. In your own interest then, if you are anxious to make more money—if you want to increase your present trade and profits, you will certainly do well to put in stock an early line of bicycle floor samples.

If you were an engineer, running a train from San Francisco to Chicago, you certainly would not wait until you reached Joliet to see if you were on time. You would watch the time at every station, and if you were an hour behind the schedule time, you would make it up at once, and not wait until you had almost reached destination. In selling a seasonable specialty like bicycles, every day is a run and every town a station. If you fall short on Monday, you should begin on Tuesday to make it up and not wait until Friday or Saturday. If you do, you will close the week, month and season behind. Now, Mr. Hardware Dealer, will you talk bicycles to your customers? Try it, anyway. It costs you nothing and may open your eyes to a profitable specialty, that you might be prone to overlook.



A FEW EARLY TYPES

THE LAST IMPRESSION

Always try to make the last impression that a visitor receives as favorable as possible. It is the one that he will take away with him and cherish in his memory. We remember the glass of soda, not by the impression that it made when at its best, but by the after flavor that it left in the mouth. It is the same with the impression of the store; the last impression stays.

The salesman whom we leave struggling and tearing at us for a chance to make another sale gives us a bad impression. The flavor that we taste is disagreeable. Besides, we know he failed in his object and failure is an unfortunate characteristic to fasten to the memory of any store. Better teach the salesman, then, to realize when the customer's purchases for the day are finished. If he wants to show other goods or call attention to them he can do so without building up a great frame-work for forcing a sale that his customer is more than liable to wreck in the moment of departing. It leaves a bad impression.

The customer who has to wait an inconsiderate time for his change or for his purchase is going to take away a bad impression. Counteract it, if you possibly can, by some special act of thoughtful courtesy; and then see that the annoyance does not happen again. The customer who has to climb around a sulky cultivator or dodge around a roll of barbed wire and who steps upon a tobacco quid in doing it will carry away a bad impression of the store in spite of fate. The only chance to save the day is to give him such a favorable view of you that he will forget about the store or think the annoyance accidental.

There is nothing like a last view of a place to fix its characteristics upon our memory unless indeed it is the first view. If a clerk should begin sweeping out just while our purchase was being wrapped we would go away with the idea that the store was the dustiest place we ever saw, even though not a particle of dust had disturbed us until just at last. If the temperature should go down just before we leave we would remember the place as a cold, cheerless den. If it happened to burn down while we were in it probably our last impression would be one of flying cinders and hot embers. No one can be too careful what the parting impression given is.

It is wise then, if for no other reason than to counteract anything that may have occurred or been seen that annoyed, to have ready some little act of personal attention, a particularly agreeable remark that will tend to shift the last impression to something of a pleasant nature if it is not already pleasant; something that will continue the pleasant after flavor if such it has been the good fortune of the store and salesman to impart throughout the visit.

EQUAL RIGHTS--A PLAN TO ENCOURAGE THE INTEREST OF EMPLOYEES

James W. Van Cleave, recently elected president of the National Association of Manufacturers, and for twenty years the executive head of the Buck's Stove and Range Co., St. Louis, Mo., is a man who has derived enormous benefit in his private business from close association with his employes with the idea of encouraging their personal interest in all affairs of the house which come under their charge. Said Mr. Van Cleave:

"I can leave my office for a week or a month and feel perfectly confident that every man employed by me will continue doing his best during my absence. We need no monitors here. Every foreman is a little superintendent by himself, and, for that matter, so is every workman.

"Our principle is that every employe down to the sweep boys must be treated with consideration. If one of them has a grievance he has only to come to this office and it will be heard. There must be no harshness or unpleasant feeling existing in this plant. If a man does not do his work he will be discharged and replaced by one who will, and no one will be discharged without provocation. His beliefs or affiliations, as long as they don't interfere with the company's business, are never considered."

Absolute harmony in the store or workshop must extend farther than mere routine system. System will minimize your chance for error and oversight, but it will never incite the ambitious employe to his best efforts unless there is encouragement from the man higher up. Mr. Van Cleave has reached the ideal solution of this question, as far as his heads of departments are concerned, by setting apart a certain time each day in which to meet in formal session with them and hear their suggestions and listen to their grievances. There can be no back-biting, ring rule or favoritism under this arrangement, such as is often seen in the large store or workshop. It gives the employes an insight into the business affairs of the company, increases their respect for each other's opinions and makes them tolerant of the executive will, which, though often compelled to reject their suggestions, yet rewards them by making them clearer thinkers and teaching them to guard their tongues.

Now, the man who tries to make his work easier is not generally a lazy man. Too many business men are to-day inclined to look with suspicion on anyone in their employ who tries to so simplify his work as to be able to do it in less time. A man who goes to his employer and outlines a plan whereby he can do the same amount of work in less time is about as likely to get a cool reception as encouragement. Why this is the case is hard to say. In most cases it probably comes from the fact that the employer is not himself familiar with the work, and naturally feels that an employe is more likely to try to shirk than to accomplish more.

This is entirely the wrong view to take of the matter. When an employe takes enough interest in your businsss to devise plans of saving time for you, he is too valuable a man for you to overlook. He realizes that you are paying him for a full day's work, and if he studies out a method of saving an hour of his time each day, or even a few moments, he knows he will be expected to find something else to do during that time.

This is the kind of man to encourage. Every idea he advances should be taken under consideration, and if found to be sound they can be given a trial. Each trial will encourage him to be more valuable to you, and what do you hire men for if not to help you?

The lazy man is more like the machine. He plods through routine work and never tries to think of better ways of doing it. If he can get more assistance by a little shirking, he is more likely to shirk. If he has any thoughts which would benefit you, he is adverse to letting you find it out. Do not get these two classes of employes mixed in your mind, for if you do you fail to get what you should out of them.

METHODS OF MAKING WHITE LEAD

White lead, or carbonate of lead, is made from the metal by two methods, the second of which is merely a development of the first. The first, or old Dutch method, is still widely used, and has been the way of manufacture perhaps since the Roman times, the Dutch centuries ago learning it from the Venetians.

The metallic lead is cast into the form of star gratings, or thin perforated sheets, in such a way as to render quite easy its conversion into the carbonate. These pieces of lead are placed in small earthenware jars resembling flower pots about six inches deep, and wider at the top than at the bottom. A piece of wood is placed in the pot so as to confine the lead to the upper portions thereof. Some acetic acid (vinegar) is then poured into the bottom of the vessel, the lead placed in the upper part occupying about two-thirds of the jar, and kept from the vinegar by the wood, and a slab of lead is placed on top. These jars are then arranged in parallel rows, forming a square tier of about 20 feet each way, or 400 altogether, and the whole covered with tan bark or stable litter; another tier is placed on the top of the first and treated likewise. This process is repeated until there is a pile eight or ten tiers high formed, all embedded in the litter.

Left to themselves for six or eight weeks the fermentation of the litter keeps up a suitable temperature and a constant supply of carbonic acid. The vinegar in the jars is converted into gas by the heat, and this aided by the imprisoned air, attacks the lead, which becomes thickly coated with a white substance (basic acetate.) The carbonic acid given off from the hotbed in turn converts this basic acetate into the carbonate of white lead.

During the whole of the six or eight weeks this constant action and reaction continues until the whole of the metallic lead is changed into the white lead. After this is completed the pots are emptied and the newly made carbonate of lead broken up and ground in water to a fine paste. It is then placed in little conical moulds and allowed to dry. It is then ready for use, and is what is called dry white lead.

Some years since this was an extensive industry in Holland and numerous factories had their existence around Rotterdam. But of late years white lead manufacturing is being conducted extensively in Prussia, Great Britain, and the United States, causing the Dutch industry to dwindle down to smaller proportions. In Saxony and Prussia, and also in Great Britain and the United States, the second method, which is merely a development of the first, is followed. The factory is a two-story building, the ground floor of which is occupied by a furnace. The floor of the upper chamber is composed of boards loosely arranged so that the heat may readily pass through from the furnace beneath. Square or rectangular watertight boxes with numerous openings on top are placed on the first floor. Above these are erected frameworks reaching to the roof, to which short sticks are attached in such a way as to enable them to sustain the bars of thin sheets of lead above the boxes. Some unfermented grape or raisin juice or cider is placed in the boxes, and this is made to ferment by the action of the heat from the furnace. The fumes from the grape juice together with the oxygen in the air decompose the lead, changing it to the carbonate. This falls in flakes to the floor, where it can be gathered by the workmen, broken into fine particles, ground in water and dried in the moulds; it is then ready for shipment.

THE GENERAL OUTLOOK

BY OSCAR K. LYLE*

FOLLOWING the distribution of the millions of money paid out in dividends on railway and industrial shares on July 1st, came a better feeling in the securities market from an investment demand. Under free offerings this demand was satisfied without much improvement in prices. It is now the dull season—the season when many traders are on vacations and activity is not looked for. Offerings of stocks, bonds, etc., continue liberal and many securities are indigestible, or are not marketable, in the present temperament. Prices, as now made, do not invite short selling, nor do conditions encourage great buying. Sentiment is so unfixed the security market is adrift. Money is dearer, but not dear. Hesitation during doubtful crop progress makes money plentiful in banks favored with the deposits of the public. What to do with it is a question with many who prefer their funds in employment.

With crop assurance will come the decision if it remain a saving or enter employment. No question there is much unemployed labor that will hail the time when confidence admits of a greater business and new or expanding enterprises. Some clouds yet hang over the pathways of progress. The year has been an unusual one as affecting crops. With crops good or bad, the times are in correspondence.

Winter wheat has scored better than the recent promise. Corn, cotton and spring wheat are growing crops. In their success lies most of all augmenting our national wealth. In apprehension savings are held in expectation of need. To many the future is very uncertain. Fear seems passing away, but will continue until crops have fair determination. Latest advices from the fields are encouraging and hopes for satisfactory results have risen very decidedly.

GRAIN

The winter wheat crop has been garnered. It is very gratifying, inasmuch as it has exceeded recent expectations. In the Southwest was the area in most complaint. In Texas and Oklahoma the damage caused by insects was irretrievable. In Kansas, however, it was believed the outcome could not possibly be as good as it has proved to be. Great improvement came in June, and in July, when the harvesting was completed, it became apparent as much as sixty million bushels or more would reward the farmer. In other States conditions for an average yield have been confirmed in the harvest. Spring wheat is still in that doubt which attaches to all crops when in growth. At this time the promise does not dispel fear. An early frost could prove disastrous, whereas a late one would admit of enough spring wheat to give a total of all wheat around 625,000,000 bushels.

In the outside world the crops are rather worse than expressed a few weeks ago. As a consequence the conditions are more favorable than they were for a demand on us for all we can spare. But the need is not now, nor for some time to come, and that is why prices have ruled weak.

Corn, in the days since July 1st, has made rapid progress. Its late and crippled start made many fears and caused greater effort with farmers. Corn is the essential of the American farm. Few crops have been more carefully nursed in infancy. Western fields are generally clean, and, under favorable weather, the poor outlook of a month ago has improved wonderfully. So much that five points gain over the 80.2 condition figures of July 1st, is now representative. The official area of 98,099,000 acres is less than looked for and very probably below the fact.

The oat crop is much improved. The price shows that very plainly. The future of prices will hings on the crops of Illinois, Iowa and Wisconsin, which produced thirty-five per cent last year, and supplemented by the Northwest, over fifty per cent., and about all the commercial supply.

COTTON

The well-maintained price of cotton evidences apprehension attending the crop probabilities. No price so high would have support of so long continuance if crop progress was satisfactory. In a way, cotton differs from our other large productions. It is continuous in its development and susceptible of many and great changes in its lengthy season. It is in this feature the crop reviewers are prevented from any acceptable conclusions. The crop, in its progress, can get much better, or it can get worse. The low conditions now prevailing argue improvement as the more likely.

Little belief exists that the production will prove, in the coming season, sufficient to meet the demands upon it. To this the firm market can be credited. Pending crop issue the trading is in narrow limits. Price is fitted, or made, by the expectation that the coming crop will be a short one. As much as twelve million bales could find consumption. If so much was in promise the price would fall from its present level. A shortage indicated affects prices often more than the fact, as anticipation exceeds reality.

It would be calamitous to have a small production of the things we produce that brings us each year from Europe so much wealth. But for our large exports of cotton it would embarrass us no little to spare the funds we pay for our large imports. To the South is directed the attention of wise financiers who see how much good or bad in money matters attaches to a good or bad cotton crop.

*Mr. Lyle, who writes regularly for HARDWARE, is considered the highest possible authority on financial and crop reports. A great part of his time is spent in the important farming districts, and upon the accuracy of his report rests the responsibility for the judicious employment of vast capital, the interests of which investors Mr. Lyle represents.

HARDWARE

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C. H. GREENE - - - - ADVERTISING MANAGER

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VOL. XXXV JULY 25, 1907 No. 8

HAYING TIME AT OYSTER BAY

President Roosevelt has put in a Myers hay tool outfit at his estate at Oyster Bay, Long Island, and is dee-lighted beyond measure with his acquisition. In fact, it is rumored that Mrs. R. can not get him to come to meals when the dinner horn is blown, so intent is he in watching the apparatus work. Thus doth strenuousness vanish before the onward march of improvement, the political capital of hay pitching is relegated to innocuous desuetude, and muscles become flabby from a too rigid observance of the simple life. Now, if F. E. Myers & Bro. realize their opportunity they will invent a buttermilk conveyor which can also be used as a hoisting apparatus to rescue waitresses from the cruel deep.

THE TARIFF AGAIN

When the principles which have moulded American sentiment and made our nation of paramount importance in the world are taken out of the hearts of men and put into political platforms—made into ropes with which spoilsmen may pull their tug-of-war for private gain and the balance of power—they retrogress sadly. So let us forever disassociate great questions from their political atmosphere. We all remember how, when we were boys, we trippingly talked of protection and free trade, and professed to be Republicans or Democrats because our fathers happened to be Republicans or Democrats. True, we understood nothing of these things, but we would hurrah as loud as the other fellow, and would do it, too, at the behest of anyone who egged us on. Since that time we have learned that there is more to these questions than the mere name, and that the more we read and study the situation the less we seem to know about it.

✦

The recent revival of the tariff question among Hardwaremen makes it plain that there is still much to be done in regulating importation duties to conform to the ever-changing conditions of American manufacture and trade. American markets for the American manufacturer, you say. All very well. But why not for the American dealer, also? Why be compelled to pay more for home-made goods than the foreigner pays in his country for the same make of goods? It is possible to buy many American-made wares in a foreign market and to ship them back here, pay the freight and duty thereon, and still undersell the American dealer who buys first-hand from the American manufacturer. Are profits on these lines so enormous that wholesale prices can be cut in two, freight and duty paid, and there still remain a profit to the manufacturer? Or does the high price paid in this country go to make up for the loss incurred in exports? We can hardly believe that it is the policy of any American manufacturer to sell at a loss in any market.

The duty on many Hardware lines is high when such goods do not need great protection. The charges on competitive manufactures on which there is small possibility of importation can be greatly reduced, and thereby secure better reciprocal rates from other countries. This is the key to the whole situation. It is well enough to shut out or restrict foreign competition which would be harmful to American mills, but at the same time we must expect to make some concessions in order to broaden our export market, on which we are coming to depend more and more. We can not expect to be allowed to send away much more than we buy ourselves, and cheap raw materials especially should be encouraged, as they would lessen cost of production and establish a basis of exchange trade.

✦

Of course, everyone can not be suited, and a compromise is therefore all that can be looked for. But who shall have this compromise in hand? Shall it be legislators in whom we have small faith, and who might work for private interests instead of for the good of our manufacturers and dealers? And if a non-partisan commission with full power should be appointed permanently, how shall they go at it? By fits and starts, or shall they effect a gradual betterment of conditions so quietly that capital will not get scared out of its wits and thereby bring about depression?

✦

Our trade has adapted itself to long-existing conditions. But conditions of manufacture and the markets change, and the time will come when a revision of the present tariff will be necessary.

Let us do it quietly and gradually, and not at one fell swoop.

COMMERCIAL TRAVELERS' OUTING AT CONEY ISLAND, AUGUST 30

The New York Division and New York and Brooklyn Councils of the Travelers' Protective Association of America are loading their biggest guns for a grand blow-out, and a large bunch of noise is expected to jar the roofs off of the adjacent houses when they meet at Dreamland, Coney Island, on August 30 next, to let loose their bottled boyishness in a vortex of pleasure which will make the Niagara whirlpool and the Kansas cyclone look like thirty cents half spent. Ballet girls from Broadway, acrobats from Egypt, Governor Hughes, fakirs from India(napolis—nature fakirs included), cowboys from Boston, Indians from Arizona, wild animals from the remote parts of the known and unknown world, including Philadelphia; Hon. John Wanamaker, and other attractions too numerous to enumerate will also assist.

Commercial travelers with your wives and children, or, if you have no wives and children, with someone else's wives or children! Let us one and all attend this unparalleled pageant of profound pleasure! Come! Let us plunge into the gilded net of the "City of Light" and inhale together one deep and delicious whiff of unalloyed joy! Let us pick up this morsel and hug it to ourselves. Let us take advantage of this promised good time which the T. P. A. knows so well how to prepare and carry through, the price of which is only $2.50 per capita, covering all expenses and a large block of ice with a strap to hold it on. There we shall see Hell Gate in all its hellishness, we shall carouse upon the Carousel, flirt with Pharaoh's Daughter, eat a shore dinner, trip the dance and tip the waiter to the accompaniment of orchestra music and a sixty-man-power silver cornet band. We shall shoot the chutes through mountain torrents, sleigh ride through Switzerland, and rubber at the Bay of Naples. Silvery-tongued orators will disseminate delictitious discourse, and when it is all over we will recall that in the Fairy Palm Garden continuous vaudeville also ran.

The committee in charge of the outing are all past grand masters at the art of entertainment, and it is desired that they be given fair warning in advance as to how many tickets you will need. Address T. P. A. Outing Committee, Hotel Victoria, 27th Street and Broadway, New York—and mention HARDWARE, please.

WATCH YOUR CORRESPONDENCE CLOSELY

A business letter should be so carefully worded that its meaning will be absolutely clear to the recipient. Too many business men are to-day striving to quickly clear their desks of all correspondence, and thus rush through their work, when they should strive to so write each letter that it will do the same work for the house that a special man would do if sent out instead of the letter.

The ordinary business correspondent does not stop here. He dictates his letters to a stenographer who probably does not know much about the business, and then does not read them over carefully to see that they express the exact thoughts that he wished to express. He drops into his chair a few moments before the letters should be mailed, hurriedly glances over them, and lets them go.

The writer of a letter is liable to fail in expressing his thoughts as clearly in the letter as though he was talking to the party addressed. Then there still remains the chance that the stenographer will, through misunderstanding or poor punctuation, put an entirely different meaning to the letters. Guard against both possibilities.

If you cannot give a letter enough attention to-day to make it clearly express your views, do not write it. Better wait another day to start than to make a wrong start. If your stenographer fails to express your meaning in a letter, correct it thoroughly and have it entirely re-written, even though it is not started on its mission for another day. Better a little delay, if that is absolutely necessary, than the possibility of making a wrong impression.

Then there is the other extreme. It is somewhat rare, but exists among a certain few sales managers who, though careless as to the kind of letters sent out by their assistants, seem to think that every letter bearing their own signature should be such a model of literary skill as to command double rates if printed in a magazine. We know of one Boston manager who, though he has acquired the reputation of being the best letter writer in his trade, will not turn out over four or five letters a day. But in preparing this four or five his stenographer has to write each one over five or six times, and he dictates while pacing the floor and tearing his hair like Creatore directing a Wagner score. Surely, this does not pay, either.



Pipe, elbows and joints. Fitting and thread cutting a specialty.

The first pencil factory in America was founded by a school girl. There was a graphite mine in England at that time, called Barrowdale mine. This school girl, from somewhere obtained some of these pieces and anticipated quite closely the pencil method of modern days. In some way she crushed this graphite, either with a hammer or a stone, and then employed gum, mixing the two together, and then cut an alder twig, dug the pulp out, and stuffed the little alder cylinder full of this gum and graphite, and thus produced the first lead pencil made in America. This took place in Danvers, Mass. Later, a man by the name of Joseph W. Wade, co-operated with this girl, and together they made a number of lead pencils after this same fashion. The girl's name is not known.

IT IS TO LAUGH

Creditor (to editor)—"How are collections these days?"

Editor—"Slow, sir, slow. I've got a good shotgun, but can't get anybody to credit me for shot."—*Atlanta Constitution.*

Farmer Hornbeak—"Here's a kind of funny advertisement in the Weekly Clarion: The landlady of the Occidental Hotel wants a man to wash dishes and chambermaid."

Mrs. Hornbeak—"The shameless critter."—*Puck.*

Customer—"Look here! I bought a bottle of your hair restorer last week, and all it did was raise a couple of bumps on my head."

Hairdresser—Good gracious! I must have given you our bust developer by mistake!"—Baglogy.

Bobbie—"Aw! Sis, I know the feller's name what called on you last night. His name is George Dont. I heard you call him that many a time last night, I did."

First Irishman (in front of the electric fan)—"Hey, hey, bejabers, but there seems to be an awful draft around here!"

Second Irishman—"Yis, an' if that dummed squirrel don't stop turnin' that cage he'll run his dummed head off!"

CONDITION OF TRADE

Bright letters from many parts of the country, showing present conditions and the outlook for future business. The last half of the year starts off well, with liberal orders. Furnishing the goods and getting them shipped is the jobbers' worst perplexity.

PHILADELPHIA, PA.

Philadelphia has been the scene of considerable activity during the past week on account of the visitation of the Elks, their order having elected Philadelphia as the spot to convene and celebrate their arrival at their majority birthday The city, with the aid of liberal appropriations by councils, endeavored to give its guests of the week a warm reception, and Old Sol did more along the same line than was actually desired for comfort, the heat prostrations in one day running into the thousands; but in spite of this excess of temperature and humidity, everyone seemed to have a sort of vacation smile, and Philadelphia hopes that her visitors of the horned order enjoyed their stay in the City of Brotherly Love. No doubt some of our merchants hope to get back, in increased volume of business, the amount spent in most elaborate decorations.

To revert to Hardware prospects, etc., there is very little to say that is new, conditions being very much the same as when we last wrote, with the exception of a stronger feeling for a good market and demand during the balance of the year..

BIDDLE HARDWARE CO.
David H. Reddie.

CLEVELAND, OHIO

Business for the last half of the year has commenced in a manner that puts out of mind the predictions of pending disaster frequently made in the past. Orders are unusually liberal for July with many contracts for shipment the first quarter of 1908. The outlook for business is certainly promising. To furnish the goods and get them shipped is the jobbers' worst perplexity. Jobbers are ready to contract for the new year, but many manufacturers hesitate to make contracts at present prices on goods that have not materially advanced during the year. Jobbers are compelled to guess on future probabilities, and their guesses having a money value, is a safer barometer than the calamity cry of those who have a purpose to serve. Business men realize that some reforms are necessary, but realizing this is the first step in securing them, while to be unconscious of wrong or indifferent to it is dangerous. Discontent is a divine remedy when kept in reasonable limits, and we trust the government to keep it there. Prevention is said to be better than cure, but when prevention has been neglected drastic measures may be necessary and may interfere with some schemes, but honest men need not fear. The wounds will heal and the body politic be healthier. Those who prosper best under calamities are "undesirable citizens." The decline in copper, tin and steel can be considerable without materially affecting prices of manufactured goods.

THE LOCKWOOD-TAYLOR HARDWARE CO.
C. B. LOCKWOOD, *Pres.*

PITTSBURG, PA.

There is nothing in the present condition of business to indicate that this is what is usually termed one of the slack months. Business has been going at a lively rate, and the volume of goods handled during July will compare very favorably with that moving during the busiest spring and fall months. The late spring is no doubt responsible for the demand for seasonable goods which has continued longer than usual this year. In spite of the fact that the sale of most of the seasonable items was delayed on account of the late spring, we believe that the total quantity handled will be even larger than last year.

Stocks in the hands of retailers appear to be light. An unusually large volume of mail orders is in evidence, and goods of all kinds are being very generally called for. It is evident that the purchasing power of the people is greater than for some time past and that they are spending money freely.

Looking forward, it is hard to see anything which is likely to affect business in this section unfavorably within the next few months. Although some of the financial writers profess to believe that there are indications of a contraction in general business, we ourselves do not believe that the next six months will see any marked change in business conditions affecting the jobber and retailer.

LOGAN-GREGG HARDWARE CO.
P. L. LOGAN, *Vice-Pres.*

DULUTH, MINN.

Reports from our salesmen in Wisconsin, Minnesota and North Dakota are very conflicting. There is no question of the wheat and oat crop being very uneven, as in certain localities conditions are all that could be expected and at other points, not ten miles distant, the crop will not be anywhere near up to the average. The crop, however, is about the same as last year, but all reports lead us to believe that the flax and barley crop will be even better than last year.

General conditions are good throughout the territory, owing to the fact that the farmers depend very much more on hay, cattle and their dairying products. This, together with the price of wheat, ought to make good times for the Northwest this fall.

There seems to be a tendency on the part of retailers to put off buying, and business thus far in July is ahead of 1906.

There is a strike in progress on the ore docks at the head of Lake Superior, but public sympathy is with the United States Steel Co. and other mining interests, and we look for an early adjustment. The men are entirely to blame, as they have broken a contract which was to hold good until October 1st, and we believe their places will be taken by other laborers at an early date.

KELLEY-HOW-THOMSON CO.,
B. W. How.

ST. PAUL, MINN.

It is impossible at this time to make a guess on what our Fall trade will be, as the crop reports are so varied and uncertain. We know that the late Spring has put our harvest two or three weeks behind and that we have had peculiar weather up to July 1st, too much rain in some places and not enough in others. Altogether, we are waiting before we can make any statements about Fall business.

Our present results are fine and have been during the entire year, but as we are in an agricultural community, we depend upon the farmers' success.

Prices are very firm. Some goods are hard to get and advances frequent. We believe it's a good market, and altogether a seller's market, though conditions may be questionable.

HACKETT, WALTHER, GATES HARDWARE CO.

MINNEAPOLIS, MINN.

We really are not in a very good condition to advise you much about the general situation about the Northwest at the present time. Unfortunately, our store was again destroyed by fire the morning of July 2nd. We were better equipped for business than we ever were and were handling the largest amount of goods. There never was a time when it meant more to us in the way of interruption of business. Fortunately, this time we got a quick adjustment of our insurance and, under the circumstances, we feel an equitable one.

We are now busy selling the damaged goods and trying to get the building in shape for repairs. The roof was burned off and contents of the fourth floor burned, while in this fire the goods were not protected on the first floor by coverings of the Salvage Corps as they were before, the fire having made too great headway before it was discovered; consequently, the damage from scorching, smoking and water was far in excess of

the fire of 1905. It will probably be three months before we get things shaped around to normal conditions again and longer than that before balance of salvage stock is entirely disposed of. Repairs to the building, fixtures and disposing of salvage stock and getting new stock is a pretty big proposition, rather more than we like to tackle, but there is no help for it.

As to the crops, while the seeding is late, weather conditions have been most favorable and our understanding of it is that, as a whole, conditions are rather better than it was anticipated they could possibly be. There are districts, however, of which this cannot be said—too much moisture in the Red River Valley, for instance. Still, on the other hand, the price of wheat is high and that will help out a whole lot. We think trade conditions as a whole are very favorable and are quite likely to continue during the Fall. W. K. MORISON & Co.

COLUMBUS, OHIO

There is not much change in trade conditions in this section. The demand for most lines of Hardware is good, and some seasonable goods, such as harvesting tools, binder twine and screen goods, the demand is large and urgent. Crop conditions are mixed. The wheat and hay crop is excellent, but farmers are having a hard time to harvest on account of the frequent heavy rains. It seems to rain mighty easy so far this year. The corn crop is not in good condition. There are many good clean fields of corn, but more bad weedy fields, and so wet they can't be cultivated. Unless weather conditions are unusually favorable from this on the corn crop will be considerably below the average. Oats is light and fields weedy. We find there will be a fair apple crop—this is good news. A plate of nice apples brightens up long Winter evenings wonderfully. Copper and brass goods are easing off in price, but it is hard to tell how long it will last. Copper lords are pretty greedy.

Cotton and jute goods are up in a balloon; it might be wise to let a little gas escape as there is danger of an explosion. We wonder what our Southern friends would think if Northern farmers combined, and made arbitrary prices on wheat, corn, hay and oats. And any farmer who wanted to do as he pleased with his crop would be in danger of having it burned, or meet with some other disaster. It looks like a dangerous method to get high prices for products. The North can't raise cotton, neither can the South raise much corn, hay and oats. A fair price should be satisfactory for both sections.

Columbus is growing like a good healthy boy. It will be a surprise to many Ohio home-comers September 1st to see the wonderful change since many of them left for new fields. The outlook for a great reunion of former Ohioans during the month of September is encouraging. And no doubt the climax will be during the State fair. THE SMITH BROS. HARDWARE CO.,
J. H. SMITH.

OUR BRITISH LETTER

FROM OUR SPECIAL CORRESPONDENT

LONDON, July 13th, 1907.

THE IRONMONGERY EXHIBITION IN LONDON.

The principal event of the last month has been the Ironmongery Exhibition, which was opened on Tuesday, July 9th, at the Agricultural Hall, London. As intimated in my last letter, this exhibition, which is still running, is under the auspices of the Ironmongers' Federated Association, Incorporated, and will at its conclusion show very clearly that the institution of an annual or periodical exhibition run by ironmongers will prove a satisfactory investment to the association. The exhibition was opened by Charles Shaw, M. P., assisted by Samuel Roberts, M. P., both well-known men connected with the Hardware trade. The President of the Association, Councillor Cowell, J. P., supported by a large number of influential hardwaremen and members of the trade press, including your special representative, were present, and after the opening address, in which ironmongers were congratulated upon the result of the first exhibition held by them, the different stands were inspected. This exhibition is undoubtedly the most representative exhibition of Hardware ever got together in this country, and nearly all the more important branches of the trade connected with general ironmongery are represented. The stands are occupied by manufacturers, merchants and factors or jobbers, as they are called in the States. In this latter group of stands several direct representatives of American firms occupied important positions, and some excellent novelties which attracted considerable attention were shown. In the domestic ironmongery department several specialties, bearing well-known American names, were on view. The Coldwell lawn mowers were conspicuous, as well as Stevens and Savage fire arms, Sterling hack-saw blades and Vulcan pipe tools. Bissell carpet sweepers were in evidence, including the "Grand Rapids" and other notable types. The exhibition was well attended and many ironmongers evidently put in an appearance, not only with the intention of examining the different exhibits carefully, but also with the intention of buying. It is gratifying to hear from the exhibitors that some very good orders have been placed and that inquiries point to the placing of even more orders in the near future.

IRONMONGERS' ASSOCIATIONS SUMMER EXCURSIONS

During the last few weeks several ironmongers' associations have substituted river picnics and excursions for trade meetings and gatherings. The London Association has had an up-river picnic on the Thames, and among the higher reaches of the river and the picturesque scenery on either side, a very enjoyable day was spent. Other associations have enjoyed themselves in long excursions by rail and also in coach drives, the general idea being that the sociable element connected with association work is one to be encouraged. Indeed, some of the leading ironmongers seem to think that among the benefits which the modern association scheme has brought about, none have been greater blessings to the trade at large than the fraternal feeling now so strongly experienced in every district where ironmongers' associations have been formed.

THE INFLUENCE OF THE WEATHER ON TRADE

It is astonishing how the variations in climatic conditions influence Hardware trading, yet they have a very marked bearing upon the rise and fall of the markets, the amount of goods sold by retailers, as well as influencing the weight of prospective orders placed with manufacturers and merchants. A dull month seems to influence buying adversely, whether the prospects of the future are good or not. Slowness of sales has a depressing influence upon the retailer, and it may also have the tendency to deaden the energies of the traveler and consequently to lessen his sales. The position of British farmers at the moment is a very serious one. The continued rain has injured the standing crops, prevented the hay harvest from being gathered in in good condition, and it has had its influence in checking buying new machines. Many of the farmers, anticipating a bad harvest, have decided to make the old mowers and reapers do for another season. All this adverse influence will in time tell upon the exports of harvesting machinery from the States. It may not affect American trade this season, because stocks have already been laid in by agents in this country and by those firms having direct representation and warehouses of their own here. If, however, at the end of the season it is found that a number of machines are left over, the forward buying for next year will naturally be less than it has been for the last year or two.

THE "ROYAL" AT LINCOLN

In my last letter I referred to the Bath & West Show held at Newport, and also intimated that the "Royal" would be held at

Lincoln during the last week of June. That event came off, and resulted in a very satisfactory gate and some good business being done, the trade chiefly lying in heavy machinery, farm tools and supplies, doubtless the harvesting machinery makers coming off the worst. It is not necessary for me to again refer to the American firms who had stands; suffice it to say that all these mentioned in my last letter as being at Newport were present at the Royal, and their examples of American machinery were once again carefully inspected by another group of farmers. The distance between the two shows, one held in the extreme west of England and the other in the eastern counties, gave an opportunity to buyers and users of farm machinery in all parts of England to inspect the latest types and improvements whereby labor may be saved and more profit earned.

GAS AND ELECTRICITY

The question of keeping up returns is a very serious one, and although much is said on every hand about the progressive movements going on among ironmongers in this country, few of the old established firms appear to be increasing their business or their turnovers. It would seem that special efforts are needed every year in order to keep up the returns to their present position. The keenness of competition and the increased number of traders out of proportion to the increase in the population, makes it more and more difficult for the old-established trader to retain his grip of the trade and hold his old customers. The days of keeping to one tradesman are over, and it is only by being in the running and selling goods as cheap as anyone else that the ironmonger can retain his customers. Therefore, every now and then a spurt has to be made in order to create new business. Just now the two branches which ironmongers in every part of the country appear to be laying hold of in order to secure this object are gas and electricity. The supply of gas and the electric current is of course in the hands of either private companies or public corporations, but these bodies are realizing that there is something to be gained from the co-operation of the retail tradesmen, and in many instances are offering inducements to retail ironmongers to join hands with them in selling their stoves and fittings, electric wiring, installation of motors, and providing the necessary appliances for both power, light and heat. It is curious how these two opposing elements appear to be engaging the attention of traders simultaneously. Some are of course prejudiced in favor of gas, others encourage the development of the newer power, but the majority seem to be quite indifferent as to the relative claims of gas and electricity, and are quite satisfied to gain some profit through handling the supplies of either one or the other. Indeed, it would seem that the one which holds out the greatest inducement to business at the moment is the most likely to secure the patronage of the Hardwareman and to annex his influence among the consumers. There is no doubt that the coal fire for heat and for cooking purposes is likely to gradually diminish and to release the strong hold it has had on the British housewife. The steam engine was long regarded as the only method of obtaining mechanical power, but the engineer, large and small, is now wishful to instal a dynamo or a gas engine, and is looking out for the simplest and yet most effective methods of applying power to his workshops. In all these improved and developing branches of science the ironmonger is now taking his share, and it is very evident that he means to continue his hold upon the business.

THE BRITISH IRONMONGER OF THE FUTURE

All the development in science, mechanics, shop practice and advertising schemes of the present day point to the British ironmonger of the future being a very different man to the ironmonger of half a century ago, and show that at the rate of progression now going on there will also be in a few years' time a marked difference between the ironmonger of to-day and his successor. The improvement which is gradually being brought about opens up a wide field for mechanical contrivances in which American manufacturers excel, and there is no doubt that the awakening going on among retailers will tend to widen the field for American enterprise. A few years ago American Domestic machinery was laughed at and simply cast on one side as unsalable. Now it is being sold for two reasons: first, because the consumer has learned to appreciate the advantages of such goods and demands them, and secondly, because the ironmonger is more open to buy new goods when their advantages are pointed out to him. Both these causes tend to improve trade both at home and abroad, and to benefit exporters in the States. Indeed, every development and commercial enterprise which creates new business gives greater opportunities to the progressive manufacturer.

THE BUSINESS EXHIBITION

No greater tribute to American methods of business has ever been accorded than the rapid improvement which has taken place in British commercial offices during the last few years. Until quite recently the whole of the improvements in office fittings and fixtures, including roll-top desks, revolving chairs, and the modern typewriters, duplicators and other office appliances now considered essential in the conduct of a modern office, were the production of the manufacturers of the States. It is true that many English companies have very closely copied the lines adopted by their American cousins, but still the bulk of the office fittings sold to-day in all our great cities are composed of American timber and are the products of American machinery and the skilled laborers of the States. The Business Exhibition which is now being held in London is the first of its kind in this country, and the remarkable success which has attended it shows how keen Englishmen are to improve their methods of office work. The vast hall of Olympia is literally full of typewriters, office tables and chairs, desks, filing systems and the thousand and one things which Americans love to see around them in their business sanctums. Englishmen are following suit and I think that before long it will be difficult to find an up-to-date office which is not furnished with these modern necessities.

"I read recently," said a Hardware merchant, "that a professor at the head of the Government College at Caracas, Venezuela, was accomplishing wonders with electric eels. He has discovered that a hundred of those eels, kept in a zinc bath which is connected with a motor, produce about twenty horsepower with which he is lighting his house and grounds. He figures that the same number of eels on a tank weighing less than two hundred pounds would run a motor car twenty-four hours, and that two hundred thousand eels, producing forty thousand horsepower, would take the biggest passenger steamer afloat across the Atlantic as slick as a whistle. The tank would have to be duplicated, of course, so that when the energy in one was exhausted it could be hoisted to the deck so that light from the sun could infuse new energy into it, while power was being supplied by the relay tank.

"Now, that idea, or at least the principle at the bottom of it, isn't new. I remember back in war times a neighbor of mine worked the same scheme with what we called the blow-fish, a curious shaped fish that flattens out like a flounder when it isn't disturbed and suddenly puffs up like a balloon when you tickle its back. He confined a lot of these blow-fishes in a big cask, carried a cylinder rod with a rubber pad at the end to the surface of the water and attached it to machinery outside. Then he hired a boy to stir up the blow-fishes and the water in the cask would rise with irresistible force; got all the power he wanted to drive that piston rod. People called it a marvelous discovery."

"Why didn't he go ahead and do more with it?" inquired the regular caller.

"Blow-fishes gave out," replied the Hardware merchant; "couldn't get enough of them after awhile, and I'm afraid that's what'll happen to the electric eels."

ANNUAL CONVENTION OF THE RETAIL HARDWARE ASSOCIATION OF THE CAROLINAS

The Retail Hardware Association of the Carolinas met in annual convention at the City Hall, Charlotte, N. C., Tuesday, July 9, at 10:00 a. m. A good attendance of delegates and visiting Hardwaremen were on hand, and Southern hospitality was much in evidence to make the sojourn of the visitors profitable and enjoyable.

The meeting was called to order by President T. O. Flowers. Representing the Mayor of Charlotte, Mr. W. R. Robertson made an address, officially extending a welcome as warm as the July weather itself, which he said fittingly represented the feeling and good will of the city officials and the people of Charlotte toward their visitors on this occasion. Addresses of welcome were also made by Mr. W. F. Harding, representing the Retail Merchants' Association of Charlotte, and by Mr. John A. McRae, representing the Greater Charlotte Club.

In response to these several addresses, Mr. Elliott Dunn, third vice-president, of Charleston, S. C., spoke in a happy vein, in part as follows:

I realize every day I live that it is not the ten per cent. that we get out of our business that counts, but the amount of good that we put in it. Petty jealousy does not pay in business. Mingle with your competitor and you may find him a pretty good fellow. It is the merchant with broad, liberal views, who can look ahead, that is achieving the greatest success of to-day, for

He who whispers down the well
Of the goods he has to sell
Will not reap the golden dollars,
Like he who climbs a tree and hollers.

Organizations are composed of three classes—the workers, the shirkers and the jerkers. Which are we? Are we working for the upbuilding of this Association and the upbuilding of our Southland, or are we shirking the duties that belong to us, or are we trying to jerk down the good that others have done? I once heard of a lady who at her marriage was being congratulated. One of the ladies went up to her and said: "Miss Mary, you certainly have got a model husband." "Model" was a little too deep for Miss Mary. She got a dictionary and looked up the definition of that word, and found that the definition recorded there was "A small imitation of the real thing." Gentlemen, the Retail Hardware Association is not a model, but it is the real thing.

We have been shipping our iron ore out of this country and selling it at two dollars a ton, and buying it back at two thousand dollars a pound in hair springs for watches. If you come to this meeting, and stay through to adjournment, and you only accomplish good resolutions, and return to your homes only with a determination to do more for your own business in the future, you have been more than amply repaid. Remember that fear is the graveyard of prosperity, and that habit is a cable, each day adding a thread to its strength. A teacher asked her class of little boys on a very cold day (it was not anything like to-day) if they had warm coats. They all replied in unison, "Yes, ma'am." "Can you unbutton your warm coats?" "Yes, ma'am." "Has a bear a warm coat?" "Yes, ma'am." "Can he unbutton that warm coat?" "No, ma'am." "Why can't he unbutton his coat?" One little boy raised his hand and said, "Cause nobody on God's earth knows where them buttons is." Gentlemen, that is the point. We are here to search out those buttons and to unbutton that warm coat of oppression and draw its warm folds around us. Another thing is to

CORRECT THE INSURANCE EVILS.

A year ago I had occasion to look up some statistics for this Association, and I found that only ten per cent. of all that was paid for fire insurance went for actual legitimate losses. Of the balance, fifteen per cent. went to the agent; five per cent. for taxes and legal affairs; ten per cent. for reserve, and fifty per cent. for losses either directly or indirectly traceable to the viciousness and dishonesty of the insured. Think of it. Only ten per cent. of what you pay goes to pay your actual losses. There are deposited in the national banks of America to-day by the United States Government about one hundred and eighty-five million dollars. Figuring a basis of five per cent. upon this amount, we have the enormous sum of nine million two hundred and fifty thousand dollars that the national banks of this country are making from the United States Government deposits. Now, understand me, I am not opposed to this. I only want to draw a comparison and that is this. A friend of mine desired to go into the manufacture of a line of Hardware, which is carried in all the Hardware stores of this country. Upon investigation he found that there was a trust upon that article, and he could not buy the machinery in America for making it, because the manufacturers of those machines, who had the patterns, were under contract not to make these machines only for the trust. Undaunted, my friend went to Europe, and there he found he could buy the machines, but there was an ad valorem duty of seventy per cent. upon them, which made it practically prohibitory. Now, this gentleman was unable to go into this business to manufacture this particular line, which would have been for the benefit of every one of you in the Hardware business. He was unable to use thousands of dollars worth of raw material which the South has in abundance, and to give employment to hundreds of people, because our National Government had

PROTECTED THE TRUST

in that line of goods to such an extent that he could not get the machinery. That is one of the things that it is the duty of this Association to investigate and pass upon and to go on record upon. We are not to believe that when the tariff was enacted our Government had the idea of protecting that trust, but they are protecting it, and attention to that should be called to our lawmakers and that it should be repealed, and that is one thing that this Association is combining with other associations to accomplish.

To our North Carolina members, we greet you. You were strangers and we took you in, and we assure you we are not going to fleece you. It is easy to discourage a man who has no courage, but it is hard to discourage a man who is in the right.

Gentlemen, we are in the right, and we are on the right track. A man went to the Metropolitan Museum in New York. Walking up the steps, as he came to the entrance, he reached his hand for his pocketbook to pay his admission fee. The attendant said: "There is no admission; we are glad to have you; walk in." Our friend walked in, and walked around looking at the different things on exhibition. Finally another attendant walked up to him and said: "Your umbrella, please." Our friend jerked his umbrella and said: "I knowed there was some darned swindle as soon as you wouldn't charge nothing to get in here." Gentlemen, we didn't charge you anything; we have no interest but your interest, and we do not desire to do anything except for the mutual benefit and mutual good of us all. The officers of this Association have labored faithfully for its success. Our secretary has sent out so many circular letters that he has almost raised the grade of the postoffice at Greenwood, S. C. Success consists not in not making mistakes, but in not making the same one twice. Let us do all we can each day, every day. I once heard of a man who went to one of the great railroad corporations to exchange passes with him. The president of the great corporation said to him, "My friend, I am president of a railroad thousands of miles long; you come to me and ask me to exchange an annual pass with you over a little road only thirty miles long." Our friend said, "Yes, sir; my railroad may not be as long as yours, but it is just as wide." Our aims are just as lofty as if we had thousands of members, and we assure you that we are going to succeed with this Association.

President Flowers then made his annual address, saying in part:

The officers of the Association feel their inability to accomplish all the good for which the Association was inaugurated. It takes time and labor and the combined efforts of the Association, as the future will demonstrate. And while we could have done a great deal more than has been done, yet we have not been idle. We have ever been on the alert for anything beneficial to the Association. No time and energy have been wasted when an opportunity presented itself.

Through the efforts of our worthy secretary, together with friends and members of the Association, he was enabled during the year to

INCREASE OUR MEMBERSHIP ONE HUNDRED AND FIFTY PER CENT.,

which goes to show what can be done by a little concentrated effort. Not only the interest in membership has been guarded; but the combined efforts of the officers, together with the secretary, have never failed to respond to a call whereby the As-

sociation might be benefited. It would be difficult to enumerate in detail all our efforts put forth in this direction; and rest assured your interests have been protected. For instance, at our last annual meeting, held in Columbia, June, 1906, it was unanimously agreed to employ our secretary for a certain number of months all of his time, for the purpose of going into North Carolina in the interest of the Association, soliciting memberships, the result of which has already been mentioned.

For the best interest of the Association, I recommend that a secretary be employed to guard the interest of the Association a part of his time. That he be employed for all his time at least two months before our annual meeting. I recommend this for the reason that I have just gone through a year's experience representing the Association as president. And being familiar with the workings of the same, I fully realize the importance of the service of an active secretary. I also recommend that the office of secretary-treasurer be filled by appointment by the president, that the president and secretary be residents of the same town, so as to enable them to keep in close touch with each other, and for the best interest of the Association. That said secretary be under the supervision of the president according to the rights vested in him by the dignity of his office. In lieu of services rendered, I recommend that the secretary be paid a consideration not to exceed six hundred dollars per annum.

I further recommend that a legislative committee be appointed from their respective States, whose duty it shall be to look into our present laws relative to the furnishings of building material by the Hardware merchants to contractors. To see that we get the proper protection, in having a law enacted, if not already in force;

TO ENABLE US TO COLLECT FOR MATERIAL

thus furnished. A law enacted by the efforts of this committee, that would give us the proper protection on the lines as suggested above, would be worth to the members of this Association more than it will cost them as members for years to come, to say nothing of the many other benefits thus derived. A similar committee was appointed at the meeting of the Association held in Columbia last June, but the matter was never consummated.

The second session was called to order Wednesday morning, July 10, in the assembly room of the Selwyn Hotel. At the executive session at the close of the meeting the following officers were elected for the ensuing year:

W. N. Everett, of Rockingham, N. C., president; E. Walter Duval, of Cheraw, S. C., first vice-president; R. H. McDuffie, of the Huske Hardware Co., Fayetteville, N. C., second vice-president; W. H. Smith, of Gaffney, S. C., third vice-president; Paul W. McLure, of Greenwood, S. C., secretary and treasurer.

Wrightsville Beach, N. C., was selected as the next place of meeting.

EXHIBITS

Space was allotted for exhibits of Hardware manufacturers in the ball room of the City Hall. They were very attractive, booths being taken by many of the best and largest manufacturers.

SOCIAL FEATURES

The entertainment provided for the guests consisted of a shooting contest, a trolley ride over the city and a reception in the evening to which the public was invited to attend.

NOTES OF THE CONVENTION

A resolution favoring one-cent postage was passed.

The recommendation of President Flowers to give better protection to Hardware dealers for supplies furnished contractors and builders was embodied in a formal resolution to introduce bills in the legislatures of North and South Carolina to that effect.

The following legislative committees were appointed: For South Carolina, T. O. Flowers, W. H. Smith, J. H. Burns. For North Carolina, A. L. Phipp, S. L. Burnhardt, D. N. Dixon.

W. H. Jones and Fred L. Smiley, with the officers of the Association, constitute the Executive Committee.

The shooting contest was quite a feature. First prize, donated by Hunter Arms Co., won by J. H. Bennett, Clio, S. C.; second prize, donated by Winchester Arms Co., won by Chas. Hardin, Greyhand, N. C.; third prize, donated by Atkins Saw Co., won by Mr. Yonde, Albemarle, N. C.

Prize for professionals won by Mr. Walter Huff, Macon, Ga., representing Dupont Powder Co.

The attendance was beyond expectation, every hotel being full.

Mr. W. B. Simpson, of the National Mutual Hardware Insurance Co., gave a very instructive talk upon Mutual Fire Insurance.

A resolution was passed favoring a National Pure Paint Law. A. E. Holdt, of Atlanta, and J. W. Kerfees, of Louisville, Ky., made strong talks in favor of such a law.

HARDWARE PATENTS

THE FOLLOWING LISTS OF PATENTS, TRADE MARKS AND DESIGNS OF INTEREST TO OUR PATRONS ARE FURNISHED BY DAVIS & DAVIS, SOLICITORS OF AMERICAN AND FOREIGN PATENTS, WASHINGTON, D. C., AND ST. PAUL BUILDING, NEW YORK CITY.

PATENTS EXPIRED JULY 8, 1907.

431,557. WASHING MACHINE. H. F. Carrico, Paducah, Ky.
431,620. LOCK. W. W. Pursel, Berwick, Pa.
431,645. ICE CREAM FREEZER. J. A. Burns, Atlanta, Ga.
431,655. WRENCH. J. H. Gibson, Canton, Ohio.
431,662. COMBINATION TOOL. F. Kortick, San Francisco, Cal.
431,667. DOOR CHECK. A. E. Matheson, Oberlin, Kan.
431,691. WASHING MACHINE. C. W. Gaston, Stafford, Kan.
431,752. LATCH. W. R. Monroe, Cleveland, Ohio.
431,756. WASHING MACHINE. S. W. Reynolds, Toledo, Ohio.

PATENTS ISSUED JULY 9, 1907.

859,217. STOVE, FURNACE OR DRUM. J. H. Hanson, Aitkin, Minn.
859,246. STOVE LID. M. Picciano, Hazelton, Pa.
859,340. CHURN. T. Scates, McKenzie, Tenn.
859,429. BLACKSMITH'S TONGS. J. G. Brown, Jerseyville, Ill.
859,491. WEATHER STRIP. J. H. Foote, Cincinnati, Ohio.
859,525. WASHBOARD. J. T. Sargent, Cleveland, Ohio.
859,597. WASHING MACHINE. J. L. and J. W. Davis, Clarendon, Tex.
859,622. WASHING MACHINE APPARATUS. A. J. Slonecker, Trenton, Tex.
859,665. LAWN TRIMMER. O. Kampfe, New York, N. Y.

PATENTS EXPIRED JULY 15, 1907.

432,009. DOOR SECURER. G. G. Barker, Chillicothe, Ill.
432,019. NAIL EXTRACTOR. M. D. Converse, New York, N. Y.
432,027. DOOR SPRING. G. Foght, Hoboken, N. J.
432,065. GRASS CATCHING ATTACHMENT FOR LAWN MOWERS. W. C. McQuillen, Los Angeles, Cal.
432,067. KETTLE. A. C. Nunn, Lowestoft, England.
432,079. PIPE WRENCH. P. H. Quinlan, New Orleans, La.
432,082. WASHING MACHINE. J. L. Ridings, Enterprise, Mo.
432,092. LAWN MOWER. A. L. Slager and G. E. Linn, Springfield, O.

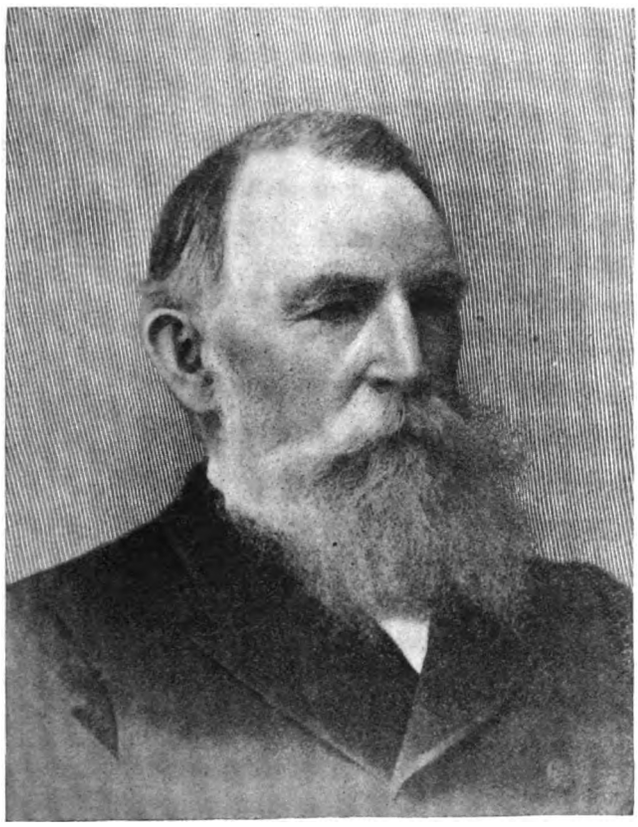
PATENTS ISSUED JULY 16, 1907.

859,922. WRENCH. R. O. Daniel, Comanche, Tex.
859,924. LIFTING JACK. M. E. Davis, Bloomfield, Ind.
859,965. AX AND TOOL HANDLE WEDGE. G. P. Morrill, Canterbury, N. H.
859,969. CAN OPENER. Wm. Niebaum, Tonganoxie, Kan.
860,122. COMBINATION TOOL. G. L. Blair, Redwine, Ky.
860,171. KNOB ATTACHMENT. M. E. Welch, North Chicago, and M. Thorsen, Waukegan, Ill.
860,226. COMBINATION TOOL. E. Moat, Los Angeles, Cal.
860,271. SAW SET. J. H. Wagner, David City, Neb.
860,300. WRENCH. T. T. Hurd, Seattle, Wash.
860,333. PADLOCK. P. C. Ryan, Terryville, Conn.
860,389. WASHING MACHINE. W. A. Lee, Blackwell, Okla.

DEATH OF JOSEPH B. SARGENT

Joseph Bradford Sargent, president of the well-known house of Sargent & Co., and one of the leading Hardware manufacturers of the country, died July 15 at his home in New Haven, Conn., from paralysis, after a short illness. Mr. Sargent contracted a severe cold some two months ago, and owing to his advanced age was unable to throw it off.

Mr. Sargent was Mayor of New Haven for two terms, from 1891 to 1895, and was the Democratic candidate for Governor in 1896. He was the first American mayor to advocate municipal ownership of public utilities. He was always recognized as a public-spirited citizen, strong, resourceful and entirely reliable and competent in the administration of all affairs coming under his charge, which were always large and responsible ones. He was an ideal business man, possessed of remarkable foresight,



JOSEPH B. SARGENT

sound judgment, inflexible will, a great capacity for work, and a keen insight into human nature and the fitness of the man for the task.

His death at the age of eighty-four years closes a remarkable and active business career. He was born in Leicester, Mass., where his father was a manufacturer before him. He engaged in manufacturing in 1850, when his father died, and gradually built up a business which had factories in Worcester and Leicester, Mass.; New Britain and New Haven, Conn. In later years the plants were concentrated in New Haven, where several thousand men are employed in making general and builders' Hardware. Mr. Sargent's name was a familiar one in the construction trades of the country. Although in his eighty-fifth year he was until recently as active in the oversight of his business as the junior members of the firm.

Mr. Sargent is survived by nine children, five of whom were associated with him in his business.

NEWS NOTES

The Wheeling Stove & Range Company, Wheeling, W. Va., is erecting a new plant. The main building will be 60 by 100 feet, of brick construction, and six stories high. There will also be several smaller buildings, one 60 by 180 feet, and three stories high. The new plant will double their capacity, and will be ready for operation in July. A new design of range and also a new gas stove will be put on the market by the company.

The Gray & Dudley Hardware Co., of Nashville, Tenn., as a further evidence of their broad and generous policy which has won for them the reputation as model employers, have now installed in their stove factory at Nashville a series of bath rooms and clothes lockers for the free use of their 125 employes at this factory. It is the custom of the men to change their apparel on entering and leaving the factory, and steam pipes are arranged in each locker which insure dry clothing for the following day.

The new Hardware store of Weaver, Palmer & Richmond, Rochester, N. Y., is a model of system. There is nothing more up-to-date in Rochester, and dealers whose ideas of a Hardware store are always associated with cramped quarters, old counters, the customary shelf display and one or two show cases should visit this store and see how appropriately Hardware lends itself to effective display and beautiful arrangement. Mr. B. W. Haverfield, of the J. D. Warren Manufacturing Co., Chicago, has had personal charge of fittings, arrangement of fixtures and placing of stock, and is entitled to much praise for his good taste

At the monthly meeting of the board of directors of the Reading Hardware Co., Reading, Pa., it was decided to add another story to the main plant, which will give 8,000 more square feet of room. This space will be used for the chandelier department, which will be taken from its present place, in order that there may be more room for general Hardware manufacture. New machinery will be installed in the old chandelier department. For several months the Hardware department has been pressed for room. About $20,000 will be spent on the improvement. It was also decided to install a new lawn mower plant in order to increase the company's mower output for the season from 10,000 to 30,000.

The Mountain City Stove and Manufacturing Co., of Chattanooga, Tenn., are building a large new warehouse which will enable them to turn out a largely increased number of stoves.

The Marshall-Wells Company, of Duluth, Minn., have acquired a large site consisting of two whole blocks in Portland, Ore., and will erect thereon a six-story brick warehouse immediately and another of like dimensions later on. This first new warehouse will make the third block required to accommodate the growing business of the Marshall-Wells Portland branch, which has been established only five years. The company have also bought a valuable piece of property in Spokane, Wash., and will further expand by establishing in that city the largest Hardware house in the Northwest. Their new building in Spokane will be a six-story reinforced concrete structure, and will cost $400,000 exclusive of the site, for which $110,000 was paid. It will surpass in magnitude both their Portland and Duluth houses

The officials of the Clauss Shear Co., Fremont, Ohio, are planning improvements which will mean the increase in the number of employes in the large factory by 100 or more men. They will erect a new three-story brick building, 90 by 40 feet. This will be used for the manufacture of safety razors. A building similar in size will also be erected on the State Street side of their new lot. This will also be three stories high and will be connected with the present shear department. It is the intention to use the ground floor of the new building on the State Street side for office purposes and this will be connected with the present office and will, when completed, give the company an office space on the ground floor 150 feet long and 36 feet wide.

THE PERSONAL HOBBY

The various personal hobbies of our customers, although they may be made of frequent aid to the observing salesman, seem not to be generally turned to the commercial advantage that they ought to be. Nearly every person is assailed by various hobbies of a more or less developed state; with most people one of the most aggravated expressions of hobbyism is noticeable in the selection of some article or machine intended for every-day use. To notice where this opening to a man's inclinations is and then approach him through that channel is like finding the victorious ho wooden horse upon which to ride through his Trojan defences; for nearly every man's vanity is tickled if his favorite hobby is ridden by the salesman. Besides, he is at once impressed by the good judgment of the salesman who applies his own standards of merit and he is satisfied that the article which has passed inspection under the rules that considers the most accurate in the world is all right.

A half dozen men examining even so common an article as a scythe will develop about as many standards of judgment as there are men, each of which is, in the mind of its possessor, the one and only correct way to arrive at the real merits of the implement. One looks closely to the grain texture, the ring and color of the steel in the blade. The second searches it for bunches and evidences of uneven temper. A third will first of all try the hang to see if it is to his liking. A fourth looks to the fastenings at the heel. A fifth is more interested in the convenient adjustment of the handles; while the sixth man, after having given passing attention to all of these points, permits the matter of price to govern his decision.

Perhaps each of the six men will have given some attention to all the characteristics that should be regarded in the selection of a good scythe, but each will be so much concerned about some one feature in the judgment of which he considers himself an expert, that all the rest are almost a dead letter to him; each of the six will have a different determining feature; each a different list of dead letters.

It is not the highest type of salesmanship to annoy the first man with a long talk about the merits that appeal only to the third man, even though it really is of more importance than the one that he selected. To tell him so is to say to him that he does not know how to select a scythe or else to tell him that you propose to side track him and put off upon him some inferior substitute; something that has not been subjected to, and presumably will not stand the test. It is far wiser to fall in line at once, give him a little talk upon the proper sort of steel for scythers and the distinguishing features of that steel. Let the talk be simple and let it be truthful, which means that first of all, the salesman must know before he can tell. It will please the customer, this seeming endorsement of his own vital point, and he will have greater faith in both the salesman and the article he is inspecting.

In the same manner the clerk should follow out with each of the six men this plan of laying special stress upon the point that each regards as the vital point. All of these men selected some one of the various features that should be considered in the selection of a good scythe, but each of them got switched off without knowing it into some special side-track, some hobby, and so failed to complete the examination at all points. It is necessary for the salesman to be prepared at all points, though, in order that he may be ready to consider any one.

Such a difference of judgment will be noticed to a greater or a less extent in nearly all people and is more noticeable in the consideration of more complicated machinery, a mower, binder or an engine bringing out almost as many view-points as there are parts to the machine. What the special hobby of each customer is can usually be gathered by the expert salesman from his first glance at the machine, as the first examination is almost invariably directed toward that point which is regarded as of supreme importance. Other parts will be looked after, to be sure, but the eye will revert again and again to the one spot and will soon render it evident beyond a doubt which part of the machine is regarded above every other. Upon this part then, should the salesman train his vocal guns, for what he has to say about it will have far greater weight with the customer than anything that he can possibly say about any part in which less interest is felt.

A salesman who is specially gifted may sometimes talk a customer into buying a machine upon the strength of some other feature than the one his own judgment sanctions. This may require skillful salesmanship, but it is seldom good salesmanship, for it is always better to accompany a customer than it is to drag him. When the forced customer reaches home with his purchase and falls back into his accustomed lines of thought it occurs to him that he has been talked into buying something that he did not want, an article that has not been tested by the standard of judgment which he thinks an article of that kind ought to be judged by. He has been side-tracked, swindled in a mild way, and he begins the use of the article with a good deal of prejudice against it. If it makes good that is set down as his own good luck and is by no means credited to the judgment of the soft-voiced scamp who fooled him into buying it. If it disappoints in any way at the start, the sleek-tongued salesman is declared to blame for it and is denounced with more or less bitterness. In either case he has no specially friendly feeling for the man who talked him into buying something contrary to his own judgment, and ever afterwards considers him a person of sleek speech rather than of safe opinions.

The salesman who can send his customer home with the feeling that his own method of judging the purchased article has been vindicated as the proper one to use, will have secured a staunch friend for himself and probably a steady customer for his house. And the best way in the world to send him home with that sort of feeling is to sell him a machine that will make good and that has really been selected with appropriate consideration of the purchaser's special personal hobby.

EXHAUSTING THE NAIL SUPPLY

On every citizen who contemplates using large spikes in building a house, middle sized nails in repairing a fence or ordinary tacks in fastening a stair carpet, the *Tribune* herewith serves notice that the world's supply of nails is rapidly being exhausted. Unless the nail using public hastens at once to the nearest Hardware store and secures an option upon all visible kegs the morrow may find many a hammer idle and many a plank unpunctured. The cause of this remarkable nail market disturbance is found in the enormous number of specimens of the article now being used in nailing lies. Not only is the lie season at its height, but this season is an exceptional one, being almost unprecedented for the variety and size of the prevarications which demand the immediate services of the crucifier. Thanks to the midsummer exertions of expert fabulists, many whoppers of the first magnitude are taxing the nail driving capacities of even the great governments of the world.—*New York Tribune.*

ADAMS & ELTING CO'S PURCHASE

The paint trade will be interested in the announcement that the Adams & Elting Co., Chicago, have purchased the entire plant, kalsomine and paint specialty business of the Rubber Paint Co. of the same city. This purchase also includes the taking over of the business of the Eureka Elastic Paint Co., a subsidiary of the Rubber Paint Co. Its goods will continue to be manufactured under the same formulae and their established brands continued and sold as heretofore, the business simply being merged with that of the Adams & Elting Co. Quality and good service seem to have been their watchwords and they are to be congratulated upon this splendid outcome of their industry and efficiency.

FILES RASPS



NICHOLSON FILE COMPANY
PROVIDENCE, R. I. U. S. A.

WEAVER, PALMER & RICHMOND'S NEW HARDWARE STORE

The new Hardware store of Weaver, Palmer & Richmond, at Rochester, N. Y., was formally opened to the public on Monday, July 1, 1907.

This firm, well known to the Hardware trade throughout the country, was organized in 1886, and for many years occupied a store in Main Street East. Long ago the growth of the business made larger quarters necessary, and the present large block in Exchange Street was secured.

At the formal opening flags were everywhere displayed on the ground floor and front, and these, with the big showcases filled with orderly rows of tools, implements and Hardware supplies, made a handsome display. Beginning with the immense show windows in the front of the ground floor, and going through to the top of the six-story building which the firm occupies, at every turn the eye is struck with something "new," some improved fixtures, labor-saving device or novel arrangement, and, taken in its entirety, the store is a revelation of modern business progress and system.

All drawers in the retail sales department are made interchangeable. One may be picked at random from any part of the store, and, by manipulating the slides and partitions, can be put in any other part of the store where it is needed, thus doing away with all the laborious emptying and refilling of drawers with stock. This is also a great convenience when the firm desires to put goods in season to the front and retire those for which there is not so much call.

On the front of each drawer is a little glass covered, dust-proof case in which are displayed the samples of the contents of the drawer. Below the tier of drawers at counter level are slides which may be pulled out, giving space to pile merchandise without using the counters proper or show cases.

Little brass "out tags" hang on chains inside each drawer, and when a salesman finds that the drawer is empty of any sort of stock he can drop this tag so that it hangs just inside the glass front of the drawer and notifies the stock man that it is time to fill the drawer again. On each of the drawers is a place for the price of the articles contained therein.

One of the innovations, trivial in itself, but showing on what a plane the designing of the whole system is based, is found in the drawers in which screw caps are kept. These are divided into small compartments and covered with glass slides just the size of each compartment. These slides are put in so that only one of the compartments can be open, and thus prevent any mixing of the goods in this line. When another size is desired the slides move, giving access to that compartment and closing the others.

So it is in each of the many departments of the store. Everywhere the same attention has been paid to the smallest details, making the store about as near perfection as it is possible to imagine it.

On the first floor up are the general offices of the Weaver, Palmer & Richmond Co., and a room is set apart on this floor for the showing of fancy builders' materials. This room is fitted with tables and telephones. Rugs are strewn about the floor, and in large cases about the sides of the apartment are displayed everything in the line of fancy builders' materials. On the remaining four floors of the building is stored the stock for the wholesale department.

The Hardware dealers of Alabama contemplate an organization for the promotion of their interests.

The Maritime Wholesale Hardware Association, at its annual meeting in Yarmouth, N. S., elected John Keefe, St. John, president; W. G. Robertson, Halifax, vice-president; F. R. Murray, T. C. Lee and G. C. Weldon (St. John), T. Douglas and M. O. Crowell (Halifax), and Percy Simmons, Dartmouth, members of the executive. The visitors were entertained by Mr. E. K. Spinney, the retiring president.

The Oklahoma Hardware and Implement Dealers' Association, after a two-days' meeting at Oklahoma City, Ok., in which only routine business was transacted, adjourned July 12. The officers elected were as follows: William Murdock, Ralston, president; Fred. Pfaff, Anadarko, vice-president; D. C. Patterson, Oklahoma City, secretary-treasurer.

IMPROVED CARPENTERS' TOOLS
STANLEY RULE & LEVEL CO
A TOOL THAT'S STAMPED STANLEY IS THE BEST OF ITS KIND
SOLD BY ALL HARDWARE DEALERS
NEW BRITAIN, CONN., U. S. A.

REVIEW OF THE MARKETS

WIRE NAILS: The output of the mills has been temporarily reduced, owing to scarcity in the supply of steel, the weather conditions and interruptions on account of repairs. The demand, however, is still good and deliveries are being made as quickly as conditions will permit. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight in point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers	$2.00
Carload lots to retailers	2.05

New York.—Jobbers are moderately busy, and business continues to a very satisfactory degree, considering the season. Prices are as a rule maintained, although very few Hardware jobbers are selling Nails below regular quotations to induce the buying of other goods. Jobbers' quotations in New York are as follows:

To retailers, carloads on dock	$2.19
Less than carloads on dock	2.33
Small lots at store	2.30

CUT NAILS: Prices are being better maintained, and the demand is fairly good. Quotations are as follows, f.o.b. Pittsburgh:

Carload lots to jobbers	$2.05
Less than carloads to jobbers	2.10
Less than carloads to retailers	2.20

New York.—The use of Cut Nails in this vicinity gives evidence of being on the increase. It is thought by some to be either a temporary change in the trend of business, or a permanent feature in this market. The jobbers' quotations are on the basis of $2.30 for small lots from store.

BARB WIRE: The mills are catching up on deliveries to some extent and shipments on contract orders are heavy. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galvanized.
Jobbers, carload lots	$2.15	$2.45
Retailers, carload lots	2.20	2.50
Retailers, less than carload lots	2.30	2.60

SMOOTH FENCE WIRE: Mills are receiving new contracts for future delivery, and are shipping on specifications on old contracts. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.85
Retailers, carloads	1.90

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

BINDER TWINE: The following prices fairly represent the market, Eastern, f.o.b. delivery, with one-fourth cent less in carload lots:

	Cents per Pound.
Sisal	9 to 9¼
Standard	9 to 9¼
Standard Manila	10⅝
Manila (600 ft.)	11¾
Pure Manila	13½ to 13¾

ROPE: The following prices may be said to represent the market:

	Cents per Pound.
Pure Manila, 7-16 and larger	13 to 13½
B Quality Manila	12 to 12½
Pure Sisal, 7-16 and larger	9¼
No. 2 Sisal, 7-16 and larger	7¾ to 8
No. 1 Jute, ¼ and larger	9
No. 2 Jute, ¼ and larger	8½

Less ¼ cent to the large trade.

LINSEED OIL: The following prices are quoted on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....46 cents per gallon.
In lots of 5 barrels or more.....45 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.
Calcutta Oil.....70 cents per gallon.

R. H. CHATILLON INJURED

Ralph H. Chatillon, a son of John Chatillon, the scale manufacturer, of New York City, was severely injured as the result of an automobile accident which occurred Friday morning, July 19.

Mr. Chatillon, who is twenty-three years old, while driving rapidly down Eighth Avenue, swerved his machine quickly to avoid collision with a milk wagon which drove squarely across his path at 149th Street. He turned a little too far, however, the front wheel of the auto striking an elevated railroad pillar and throwing Mr. Chatillon and his companion, Thomas Mc Garry, out upon the pavement. Mr. McGarry was practically unhurt, but Mr. Chatillon landed squarely on his head and was for a time considered to be dying from a fractured skull and concussion of the brain. Later reports, however, place him out of danger.

In a town in Indiana a man brought suit against a Hardware company for $10,000 damages. He claimed that a rope he had bought to commit suicide with broke and thus foiled his plans. After the rope broke he said he could not get up courage enough to try it over.—*Judge's Library.*

"Dear John," wrote Mrs. Newlywed from the shore, "I enclose the hotel bill."

"Dear Jane, I enclose check," wrote John: "but please don't buy any more hotels at this price—they are robbing you."



IF you are after the BEST SEEDERS

that your money can buy at a profit for you, write us Forty Years at it. We know how to make them best. Five kinds: CYCLONE, Cyclone, Jr., Little Wonder, Chicago Steel Bow, Champion, Jr.—all quick sellers. Write for price to-day.

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ADVERTISING EDITOR—Experienced contributor to leading trade and advertising periodicals would prepare catalogue, house organ, and advertising literature. H. O. Sorgan, Care HARDWARE.

2000 Gummed Stickers $1.00
Size 1¼x1½-4 Asst Colors
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OLD IMPORTANT FIRM—Well known by the German household and iron trade and regularly calling upon all principal storekeepers throughout Germany, is open to take up sole agencies of American novelties. Please address Df. U., 2715 Rudolf Mosse, Dusselforf, Germany.

HAROLD McCALLA
IRON AND STEEL
Plain and Galvanized Bars, Hoops, Bands, Angles, Channels, Tees, Plates, Sheets, Wire, etc.
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In time of Danger

The **O'Brien Electric Whistle**

means safety to all on board because it is very clear and loud, responds instantly and is

ALWAYS READY

It requires no air pressure, and is operated by dry batteries and a push button. Simple, lasts forever, and can be attached in ten minutes.

Made of highly polished brass, height 10 ins., diameter 3½ ins. Agents and demonstrators wanted. Liberal commission. Retails for $9.75 with push button and wire ready to attach.

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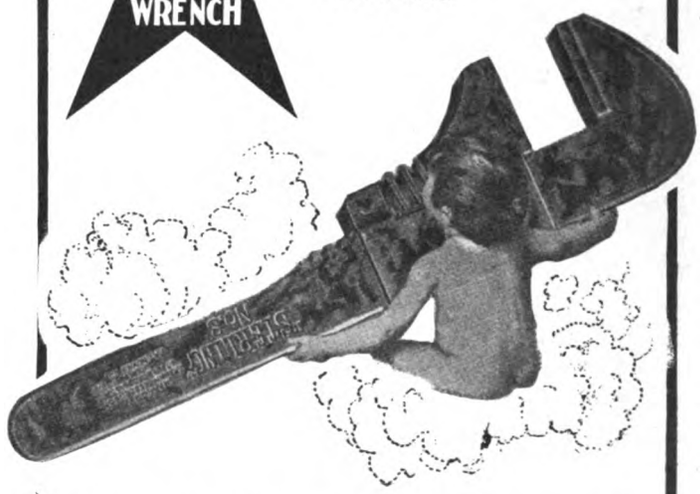
O'BRIEN ELECTROPHONE CO. HALLOWELL MAINE

THERE'S A MESSAGE IN THE STAR

Dealers Who Aim at This Star Will Score High.

MOSSBERG'S "STERLING" WRENCH

The "Sterling" Wrench is the wrench of quality—beautiful too. Just the thing for all around trade.



FOR THE AUTO, MACHINE OR SHOP!

Fourteen Sizes—Mottled or Nickel Finish

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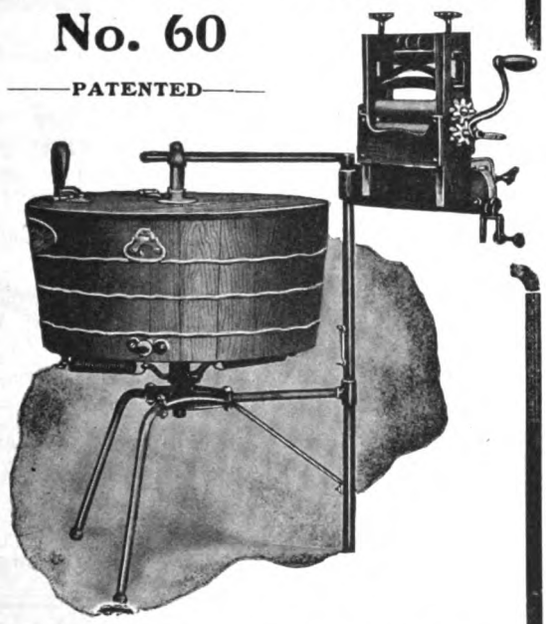
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ATTLEBORO, MASS.

NEW HOME WASHER

No. 60

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A Perfect Machine. Easy Running. **Large Capacity. Rapid.**

A wonder worker and labor saver on wash day. The price will interest *you*, Mr. Jobber.

THE STANDARD MFG. CO., Shelby, Ohio.

TWO POINTS about the CYCLONE EGG BEATER

cream whipper and mayonnaise mixer which the housekeeper will appreciate.

BEATS EGGS PERFECTLY IN 15 SECONDS

A SURE FOOT REST

(patented), preventing the beater from slipping around dish.

Other desirable features include fine bearings, long crank, sure grip and heavy construction.

DEALERS NOT to carry the CYCLONE is your loss. Send for list of specialties included in the "Browne Line from Kingston." They are all money makers for the Hardware man.

W. G. BROWNE MFG. CO., Kingston, N. Y.



HARDWARE DEALERS' RECORD

NEW STORES, INCORPORATIONS, Etc.

Alliance, Neb.—G. G. Gadsby has engaged in the Hardware business.

Bowie, Tex.—Lyon & Matthews have incorporated with a capital stock of $8o0,000, and will handle Hardware and harness.

Brownsville, Ore.—R. E. Warner has recently engaged in the Hardware business.

Chicago, Ill.—A. W. Connors Sales Co. has been incorporated; capital, $5,000; Hardware and general mercantile. Incorporators: George A. Chrytton, Joseph H. Landes and A. U. Torein.

Clinton, Okla.—The Brown Hardware Co. has been incorporated with a capital stock of $10,000.

Columbus, O.—The capital stock of the Frank P. Hall Co. has been increased from $15,000 to $30,000 in order to provide for the increased business which will come to it by reason of the taking over of the Hardware store of Elliott & Harris, at 115 South High street.

East Chicago, Ind.—Calumet Hardware Co. has been organized; capital stock $10,000.

Hamilton, Tex.—Perry-Baker Hardware Co. has been incorporated; capital stock, $5,000. Incorporators: C. C. Baker, Frank Hartgraves, L. H. and T. H. Perry.

Houston, Tex.—The Jones Hardware Co. has been incorporated with a capital stock of $20,000.

Marion, Ind.—The Overman Hardware Co. has opened a complete Hardware store in the Overman building on West Third street. The members of the new firm are B. J. Overman, president; J. Morton Palmer, manager; Claude D. Overman and George P. Overman.

Meridian, Ida.—The Meridian Hardware and Implement Co. has been incorporated with a capital stock of $25,000.

Mineral Wells, Tex.—Holt Hardware Co. has been incorporated; capital stock, $20,000. Incorporators: J. T. Holt, G. E. Shirley, C. E. Lee.

Owensboro, Ky.—The Owensboro Hardware & Iron Co. has been organized with a capital of $125.000. The company will do a wholesale Hardware and iron and steel business. The incorporators own the business of W. A. Guenther & Sons, wholesale Hardware merchants, which will also be incorporated with a capital stock of between $75,000 and $100,000 in the near future.

Port Townsend, Wash.—The Olympic Hardware Co., successor to the Adams Hardware Co., has been incorporated with a capital stock of $35,000.

Skidmore, Tex.—Skidmore Hardware Co. has been incorporated; capital stock, $2,000. The incorporators are Charles Karsch, B. C. Cornett, Gus. Natho and J. J. Range.

Uehling, Neb.—The Uehling Hardware Co. has been incorporated with a capital stock of $10,000.



Vancouver, B. C.—Kydd Bros. have opened a new Hardware store.

White Horse, B. C.—J. D. Durie has opened a new Hardware store.

Whitney, Tex.—The Herrick Hardware Co. has been incorporated; capital stock, $100,000. Incorporators: W. T. Herrick, W. Y. DeJarnette, F. G. Frede and Karl Bruton.

CHANGES AND IMPROVEMENTS

Arion, Ia.—O. W. Nelson has succeeded to the Hardware department of the Arion Mercantile Co.

Beagle, Kans.—The Beagle Hardware Co. has succeeded to the business of S. W. Walthall.

Beatrice, Neb.—H. J. Merrick has purchased the Hardware store of Damrow & Babb at Adams.

Belgrade, Neb.—The Tully Hardware Co. has sold its business to Louis Penfield.

Berwyn, I. T.—Suggs & Murray have been succeeded in the Hardware business by the Berwyn Mercantile Co.

Bronson, Ia.—E. B. Clark has sold his interest in the Hardware store of Clark & Onstot.

Cambridge, Neb.—J. H. Carroll has been succeeded in the Hardware business by Carroll & O'Connor.

Centralia, Mo.—C. B. Campbell has purchased the Hardware store of Alonzo O'Niel.

Chehalis, Wash.—Harms & Lawrence have moved their Hardware stock into new quarters.

Cleveland, Mo.—T. G. Lyon has moved his Hardware stock from West Line.

Cottonwood, Ida.—The Cottonwood Hardware and Implement Co. is erecting a new implement warehouse.

Council Grove, Kans.—Fred. J. Sellers has sold his business to the Black Hardware Co.

Crab Orchard, Neb.—Shivers & Snyder have purchased the Hardware store of C. Kavanaugh.

Davidson, Okla.—The J. W. Crawford Hardware Co. has purchased the business of Mrs. M. E. Lightner.

Decatur, Mich.—Wood Bros. of Augusta, have purchased the Hardware stock of F. W. Thomas and taken possession.

Decatur, Neb.—G. H. Busse has purchased the business of the Decatur Hardware & Implement Co.

Edmonds, Wash.—H. Perfield has sold his Hardware store to E. H. Heberland.

Elizabeth City, N. C.—B. F. White has purchased the stock of Sharber & White and will be known as the B. F. White Hardware Co.

Ellsworth, Ia.—O. J. Peterson has succeeded to the Hardware store of Bourne & Peterson.

Elmdale, Kans.—F. M. Straube has sold his Hardware store to Mr. Pyle.

El Paso, Tex.—The Laurie Hardware Co. has increased its capital stock from $25,000 to $50.000.

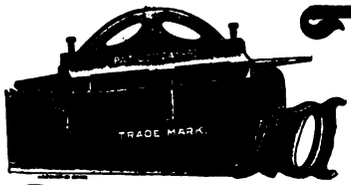
Enterprise, Ore.—Hartshorn & Keltner have succeeded to the Hardware business of Hartshorn & Weaver.

Excelsior Springs, Mo.—The Estep Hardware Co. has purchased the business of the Snapp-Crowley Hardware Co.

Fairfield, Neb.—The Phillips & Ashby Co. has succeeded to the business of the Phillips Hardware Co.

Fort Madison, Ia.—B. F. Hhreves has purchased the Hardware business of G. H. & Ekin Smith.

Frankfort, Kans.—Jackson & Earll have purchased the Hardware store of W. A. Brodt.



The
PERFECT SAW JOINTER AND SKATE SHARPENER

The Only Practical Jointer

Uses any file, flat, triangular, or half round. Will "joint" or square any straight edge. A tool that no wide-awake carpenter or mechanic can afford to be without; saves time, labor, wear and tear on the hands and insures accuracy.

Used with a half-round file it is unsurpassed as a skate sharpener.

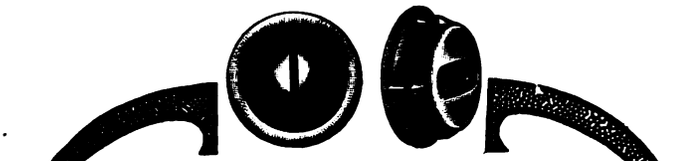
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PIKE, N. H.

PARKER WIRE GOODS

PARKER General and Special Designs in Wire "get there" with the fewest possible twists or crevices to harbor dirt. They are direct in purpose and substantially made—the most approved and useful patterns known.

PARKER Wire Goods will take good care of your trade. Let us send you catalog and prices.

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ATENTED

Ives Patent Window Stop Adjuster

PREVENTS DRAFTS, DUST AND WINDOW RATTLING

Made from one piece of metal with solid ribs and heavy bed that will not cup, turn or bend in tightening the screw.
Send for free 50 page catalog of our WINDOW HARDWARE SPECIALTIES.

THE H. B. IVES CO.
New Haven, Conn.



The competent mechanic should have a

WILKINSON DRAW KNIFE

It folds into a compact space occupying but little room in the tool kit. Joints are closely fitted and do not loosen with use. Materials are A-1 in every respect.

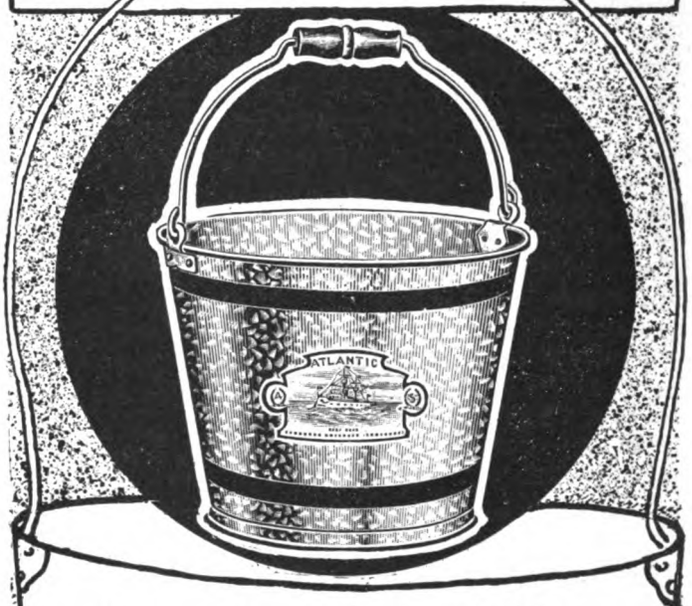
THE HANDIEST AND MOST PRACTICAL TOOL MADE

All Hardware Dealers should carry the Wilkinson Draw Knife in stock.

Send for prices—THEY ARE RIGHT.

A. J. WILKINSON & CO.
180-88 Washington St., Boston, Mass.

ATLANTIC



Galvanized Striped Ware

Here's the issue with you, Mr. Dealer:

ATLANTIC WARE or the other kind?

IS IT SALES YOU WANT?

ATLANTIC WARE will outlast the other kind three to one. Place them side by side in your store and prove this.

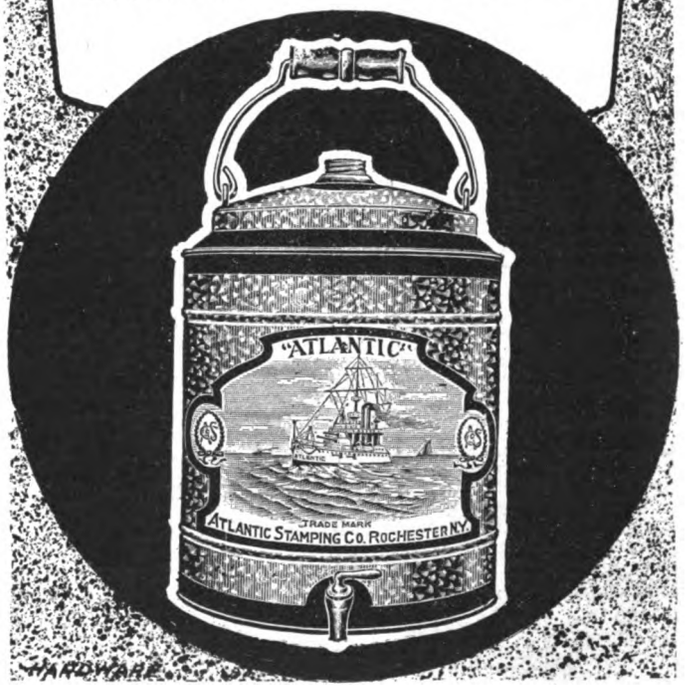
IS IT PROFIT?

Then let us correspond. We will convince you that ATLANTIC WARE is a sure foundation for both sales and profits.

It is beautiful ware, made exceedingly strong and durable by its method of manufacture. It is different from all other Galvanized Ware.

We also make ATLANTIC TINWARE in great variety.
Send for our 94 page catalog, in colors.

ATLANTIC STAMPING CO.
185 Ames St. Rochester, N. Y.



Fruita, Colo.—J. Roth has sold his Hardware business to the Johnson-McVey Mercantile Co.

Gilmer, Tex.—Fred. Douphrate has been succeeded in the Hardware business by Douphrate Bros.

Hillsboro, Kans.—Henry Stern has purchased the Hardware store of Heinrich & Schmidt.

Holly, Colo.—Frank M. Dober has purchased the Hardware store of Jesse Loofbourow.

Jackson, Miss.—The board of directors of the Capital City Hardware Co. have made Charles W. Moore, who was for six years connected with the Jackson Hardware Co., manager.

Logan, Kans.—H. F. Bashford has sold his Hardware store to J. M. McDaniels.

Los Angeles, Cal.—Alfred Crawford has purchased the Hardware store of J. H. Hixon.

Manassa, Colo.—Jensen & Huffaker have sold their Hardware store to J. E. Grantham.

Marion, Ia.—W. H. H. Bonebrake & Son have sold their Hardware store to Strawn & Wilkins.

Mexia, Tex.—The Jackson Bros. Co. has succeeded to the Hardware business of Jackson Bros.

Milwaukee, Wis.—A change has been made in the Perkins Hardware Co. S. A. Perkins has retired from the firm and his brother, A. W. Perkins, has purchased the stock and will continue the business.

Minatore, Neb.—Clough & Wright have purchased the stock of Hardware, etc., of J. Fres.

Osceola, Ia.—Parrish & McDonough have succeeded to the Hardware business of Parrish & Hardinger.

Richmond, Mo.—N. S Holt has sold his Hardware store to F. B. Peters.

Rigby, Ida.—Mrs. W. A. Channel has removed her Hardware stock from Burley to Rigby.

Salem, Neb.—J. L. Musgrove has sold his Hardware store to G. W. Thompson.

Salisbury, Mo.—J. W. Luck has sold his Hardware store to Thos. Richardson.

Saxman, Kans.—Ira Bros. have succeeded to the Hardware bsuiness of Morris & Bro.

Seattle, Wash.—W. W. Batchellor has purchased the Hardware business of Rafferty & Co.

Sedalia. Mo.—Geo. F. Fisher has purchased the Hardware business of Aug. Helfert.

Sedalia, Mo.—The Knight-Marshall Hardware Co. have filed for record the official announcement that the firm name has been changed from Knight-Marshall-Howe Hardware Co. to Knight-Marshall Hardware Co.

Shawnee, Okla.—The Harry Mead Co. has sold its Hardware business to F. B. Read & Bros.

Smithfield, Tex.—J. B. Little, Jr., has succeeded to the Hardware business of Little & Griffin.

Stella, Neb.—S. Timmerman has sold out his Hardware store.

St. John, Ore.—The Hendricks Hardware Co. has succeeded to the business of Hendricks & Morich.

St. John, Wash.—J. L Michael has purchased an interest in the Hardware store of White & Ratliffe.

Stockham, Neb.—N. W. Swearingen has sold his Hardware store to C. Rike.

Teague, Tex.—The amended charter of the Parker-Blackmon Hardware Co. has been filed. changing the name to J. E. Parker Hardware Co.

Temple. Okla.—The Leader Hardware Co. will establish a branch store in Eschite.

Troy, Kans.—Minter & Culp Bros have been succeeded in the Hardware business by W. W. Minter.

Valley Falls, Kan.—Young & Beyer have purchased the Hardware business of Alvin Griffiths.

Verona, Neb.—Hall & Harrison have been succeeded in the Hardware business by C. Hall.

York, Neb.—Johnson Bros. have purchased the Hardware store of J. V. Hyder.

HARDWARE MANUFACTURERS' RECORD

NEW INCORPORATIONS, Etc.

Attica, Ind.—Hickory Handle Co. has been organized; capital, $15,000. Directors: Wiiliam Calvert, Clement B. Isley, R. Ray Allen and Robert R. Nave.

Buffalo, N. Y.—Frontier File Co. has been incorporated; capital, $10,000 and directors: G. E. Lattimer, W. Johnson and J. M. Hull, Buffalo.

Bushnell, Ill.—The Bushnell Tank and Fence Works (capital $75,000) has been chartered under the name of the Bushnell Tank Works, to manufacture wood and steel tanks, combination fence, etc. No change of ownership is involved in the reorganization.

Camden, N. J.—The National Freezing Machine Co. has been incorporated; capital, $125,000. Incorporators: D. F. O'Brien, Jr., Adam S. Dickinson, and H. Turner.

Chicago, Ill.—Faultless Stove Works has been incorporated; capital, $200,000. Incorporators: T. Kilfeather, W. H. Hoyt, G. Mackay, E. F. Gorton, Chicago, Ill.

Chicago, Ill.—The Turner Tool Co., Chicago, has been incorporated, capital stock $2,500, for the purpose of manufacturing tools, dies and Hardware specialties.

Dayton, Ohio.—The Lucas Pump Co., has been incorporated with a capital of $30,000. The company has a plant at Greenville, Ohio, but will move it to Dayton as soon as a site can be secured.

Hood River, Ore.—A company has been organized to manufacture a lock-nut and ball-bearing hub recently invented by J. J. Luckey, of Hood River, and articles of incorporation filed placing the capital stock at $200,000. The officers of the company are: President, J. J. Luckey; vice-president, R. Reed; treasurer, R. W. Pratt, of the Hood River Banking & Trust Co.; secretary, W. L. Clark; directors, W. L. Clark, J. H. Osborne, William Vogt, R. Reed and L. Reed.

New York, N. Y.—Automatic Packaging Co. has been incorporated to manufacture weighing and measuring machines; capital, $250,000. Directors: James Gorman, New York; Joseph R. McClellan, Joseph Schultman, Brooklyn.

New York, N. Y.—Edward B. Stimpson Co. has been incorporated to deal in machinery, tools, dies, etc.; capital, $100,000. Incorporators: E. B. Stimpson, W. W. Beales, H. V. Rau, L. C. Schwensen, L. Lupien, New York City.

STANDARD HORSE NAIL CO.
NEW BRIGHTON, PA., U.S.A.
MANUFACTURE
A Full Line of Horse Nails
Send for Catalogue, Prices & Samples.

BRISTOL'S

STEEL BELT LACING

The most perfect fastener for

ALL BELTS

Tons are made and sold every week.
Write for circular A. R.

THE BRISTOL CO.
Waterbury, Conn.
U. S. A.
New York—141 Liberty Street.
Chicago—753 Monadnock Bldg.



READY TO APPLY FINISHED JOINT

HARDWARE

STILLSON
TRADE MARK

The original and only

GENUINE STILLSON WRENCH



is drop forged from high-grade steel and is a marvel of strength.

Takes hold, and holds pipes, fittings, etc., without crushing them and lets go with praiseworthy promptness.

Puts the just-as-good kind in the shade always.

That's why thousands of mechanics cling to the Stillson.



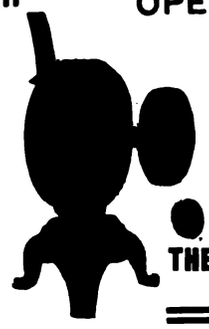
WALWORTH MFG. CO.

128-36 FEDERAL ST.
BOSTON, MASS.

NEW YORK OFFICE
PARK ROW BUILDING

FANS, MOTORS, ETC.

OPERATED BY WATER



are adjustable in every way while running and are cheaper than electrically driven motors. while they are fully as efficient, and are as "simple as rolling off a log."

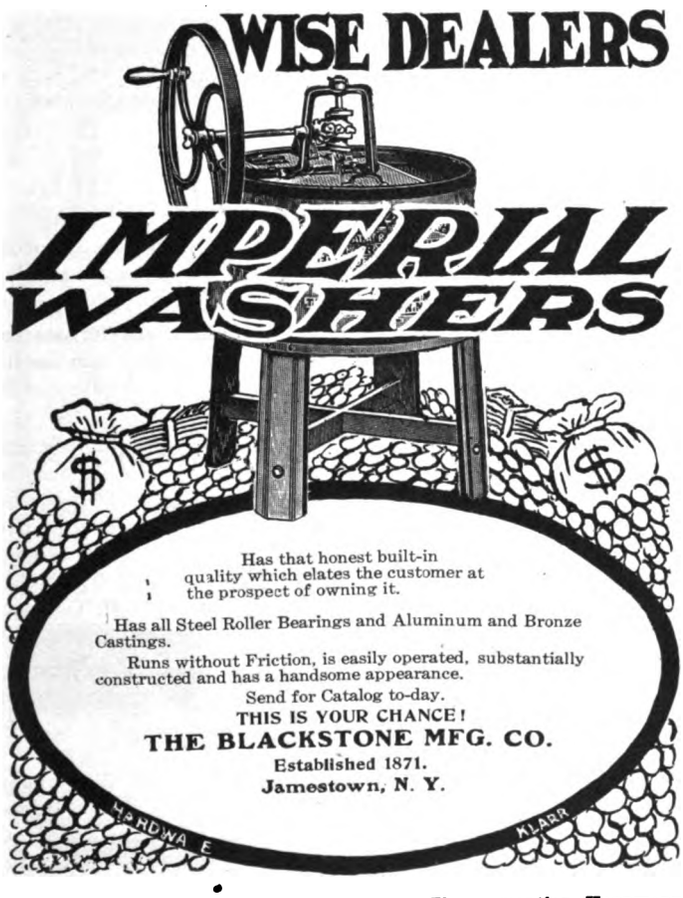
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Write for Circular Absolutely Free.
Copyrighted Booklet, 10 Cents, Postpaid.

AGENTS WANTED

THE A. ROSENBERG MOTOR & MFG. CO.
BALTIMORE, MD., U. S. A.

AMONEY MAKER FOR WISE DEALERS



Has that honest built-in quality which elates the customer at the prospect of owning it.

Has all Steel Roller Bearings and Aluminum and Bronze Castings.

Runs without Friction, is easily operated, substantially constructed and has a handsome appearance.

Send for Catalog to-day.

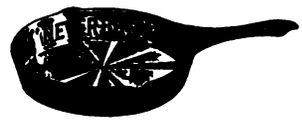
THIS IS YOUR CHANCE!

THE BLACKSTONE MFG. CO.
Established 1871.
Jamestown, N. Y.

HARDWARE KLARR

Pure and Absolutely Safe

Cooking Utensils are those which will NOT SCALE OFF like cheap enamel; NOT SCORCH OR BURN like light frypans and skillets; NOT ABSORB GREASE OR FLAVORS like Cast-Iron. In a word "HYGIENIC" is the condition and "HEALTH" the result when using



"NEVER-BREAK" STEEL SPIDERS, GRIDDLES AND KETTLES.

Look for the BRAND—it is what the signature is to a bank check—you can't expect the GENUINE from more than one.

THE AVERY STAMPING CO., Cleveland, O.
Sole Mfrs. of "NEVER-BREAK" GOODS.

THE HERBRAND SAFETY RAZOR

IS THE BEST

MADE BY **THE HERBRAND CO., Fremont, O.**

Springfield, Mass.—Quality Saw and Tool Works, Inc., has been organized to manufacture mechanics' tools, etc.; capital, $5,000. President, Harry E. Richards, Buffalo, N. Y.; treasurer, Charles Napier, Springfield.

Troy, N. Y.—Joseph King Manufacturing Co. has been incorporated to manufacture ice skates and roller skates; capital, $10,000. Incorporators: Joseph King. Joseph E. King, Jr., Millard F. Franklin, Troy, N. Y.

CHANGES AND IMPROVEMENTS

Auburn, R. I.—On January 1 the Washburn Wire Company will move from Auburn to Phillipsdale, R. I., where they are building a new plant. The main wire mill will be 160 by 70 feet. The machinery will be electrically driven. The rod mill will be a steel structure 180 by 115 feet in size. Adjoining the rod mill will be the power house, 180 by 50 feet, of steel and brick, equipped with two tandem compound engines capable of developing 2,000 horse-power, which will be used principally to drive the rod mill machinery. In addition there will be two generators of 150 kilowatts, direct connected; one generator of 75 kilowatts, direct connected, and one generator of 100 kilowatts, belted. The boiler house will be 96 by 50 feet and will contain eight horizontal boilers capable of developing steam for 2,500 horse-power. It will be of steel construction.

Cincinnati, O.—The Burton Stove and Range Co. has leased the three buildings at Walnut street and Baker alley and will establish a range factory there. The old plant in Commerce street has been outgrown.

Cleveland, O.—The Worden Tool Co., manufacturers of machine knives, has increased its capital stock from $30,000 to $60,000. This step has been taken in connection with the erection of a new plant by the company on Scranton road, into which it removed recently from its former location on Columbus road. The company controls a site of 120x327 feet, upon which it has erected a machine shop 40x60 feet, grinding room 40x200 feet, forge shop 40x85 feet, tempering room 30x30 feet and a two-story office and shipping room 40x40.

Dallas, Tex.—The John Deere Plow Co. will in a few days let the contract for an addition to the big machinery house of the company. It will be 100 by 100 feet fronting on Pacific avenue. Brick is to be the material and the structure is to be three stories, but strong enough to support four or five stories more, when additional room may be needed.

Longview, Tex.—The G. A. Kelly Plow Co. has increased its capital stock from $50,000 to $100,000.

New Britain, Conn.—The Corbin Screw corporation will soon be occupying the whole of its mammoth plant in this city, moving from Park street to the new building being in progress now. The building is a seven-story seventy-five feet high structure, 723 feet long, and the average width is about forty-two feet.

Peoria, Ill.—The Keystone Wire Fence Co. is practically doubling its capacity at its plant at South Bartonville and will expend this summer upwards of $100,000 in improvements.

Philadelphia, Pa.—The Miller Lock Co. has purchased a large tract of land at the southeast corner of Tacomy street and Duncan street. Upon the lot, which measures 233.6 by 200 feet, an immense two-story brick and stone fireproof lock factory will be erected. It will measure 220 by 195 feet, almost covering the entire lot.

Providence, R. I.—An addition to the factory of the Rhode Island Tool Co., in West River street, will be erected this summer at a cost of $18,000. It will be of brick and will be 60 by 70 feet in size.

St. Marys, O.—The Easy Washing Machine Co. has increased its capital stock from $35,000 to $75,000.

Titusville, Pa.—The Schatt-Morgan Cutlery Co. has begun the erection of new buildings which will double the property of the present plant. This is the outcome of a recent meeting of the stockholders, when the capital stock was raised from $35,000 to $100,000. The company removed to Titusville four or five years ago from Gowanda.

PIONEER PLOWMAKER HONORED

A monument to commemorate the man who invented and manufactured the first side-hill plow will soon be erected in Peru, Me., according to plans recently formulated. The plow was first designed and then cast at a little furnace on the top of a mountain in Peru, seventy-five years ago, by a man named Warren. The invention proved a success, and lately one of the inventor's sons, a wealthy resident of Philadelphia, visited his birthplace and made plans for raising a suitable memorial to his father..

"JOHN MARTIN'S CLERKS"

Merchants' Helps Publishing Co., Delhi, N. Y., have recently published another book from the pen of Frank Farrington, entitled "John Martin's Clerks," being a Tale of the Store. The scene of the story is laid in an up-to-date town in New York State, where clerks are confronted with much the same conditions that are found elsewhere. Included in the story is a great deal of valuable suggestive matter for the clerk who desires to better his conditions and make himself worth more money to himself and to his employer. The book contains 100 pages, is bound in cloth, and of a size convenient for the pocket. The price is 25 cents.

RICHMOND CEDAR WORKS

Three posters recently issued by the Richmond Cedar Works of Richmond, Va., redound greatly to the credit of that concern. They evidently have faith in the good taste of the public for they commissioned no less an artist than Guernsey Moore to paint the originals. The subjects are early Virginia Colonial types, done in the inimitable manner of Mr. Moore, and each one is worthy a frame and a place on the walls of all who love good color and design.

THE FIRST AMERICAN STOVE

What was probably the first stove made in the United States, a "jamb stove," was manufactured by Christopher Sauer, of Germantown, between 1730 and 1740. In 1742 Franklin invented his stove, the pieces of which were cast in a new furnace near Reading. The name of this furnace, "Warwick," was cast on the front of each stove.

IF IT'S HARDWARE, HE HAS IT

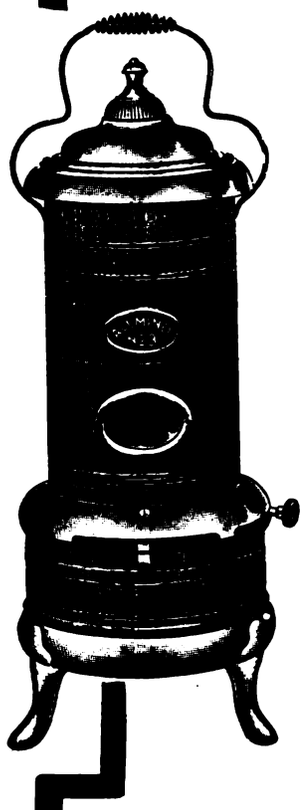


Colored pedestrian—"Hi dar, you all up dar, you all's gwine break dose bricks if you don't watch out!"

MORE THAN A MILLION IN USE
SOLD ON MERIT—NEVER ON BLUFF
THE BIGGEST HEAT VALUE IN THE WORLD FOR THE MONEY

Alumino and Electric Oil Heaters

The only oil heaters which heat from the sides and bottom as well as from the top, therefore the only oil heaters which can be satisfactory because they heat the entire room.

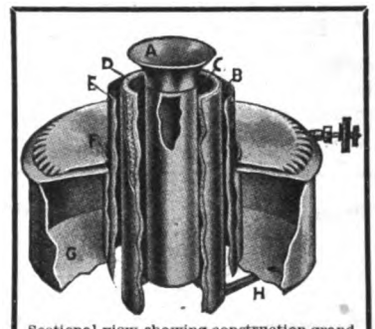


No Smell, No Smoke, No Danger, No Trouble, A furnace fe heat—No other Oil Heator on" oarth se good, se safe, se SATISFACTORY.

The only oil heaters equipped with our **Grand Safety Burner** which alone gives perfect combustion and therefore perfect safety with perfect heating qualities.

NOTE

A sale is made as soon as you show this burner to the prospective purchaser. and when you make a sale there are no "after troubles."

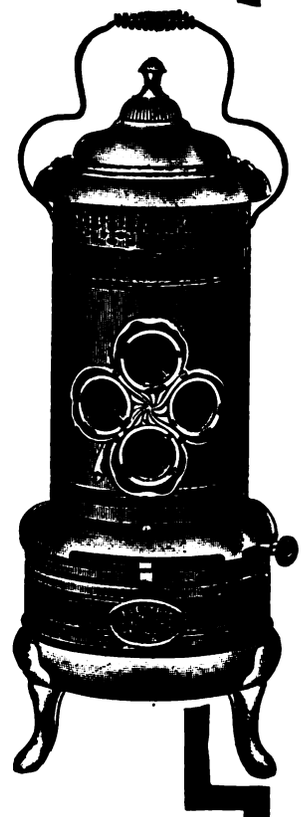


Sectional view showing construction grand "Safety Burner."

A—Flame Spreader; B—Air space outside of Wick; C—Air space inside of Wick Tube; D—Wick; E—Outside Casing to Burner; F—Air space between Fount and Outside Casing; G—Fount for oil, entirely separate from Burner; H—Feed Pipe carrying oil from Fount to Burner.

NOTE

Any child can operate and rewick these heaters. It is never necessary to send a man out to rewick or keep them in running order.



The **Patent Wick Control** makes it impossible for a careless operator to turn up too high or for smoke to be produced.

The **Solid Flame Spreader** without perforations prevents clogging up, with the result of bad odors.

The **Workmanship and Finish** are a delight to the eye, and the general utility of these heaters is beyond competition.

These are the heaters which mean money for the dealer because by their strong practical merit they sell themselves—they stay sold, and every sale is a seller because it creates new customers.

So far this year the demand is double that of last year. Get your orders to your Jobbers early—now. Ask for a supply of our descriptive books, pass them out to your customers, every book sells a heater, and we supply the books to you without cost. Every one guaranteed and our guarantee is not a promise but a fact. It means money back if a heater should prove unsatisfactory.

Novelty Mfg. Co., Dept. W. Jackson, Mich., U.S.A.

LARGEST CHAINS IN THE WORLD

The heaviest work ever done in the chainmaking industry is the mooring chain made for the two new Cunard steamships Mauretania and Lusitania, now being constructed at Pontypridd, South Wales. The links shown in the illustration are



LARGEST CHAINS IN THE WORLD

made from 4¼ and 5⅜-inch iron and weigh from 243 to 336 pounds each. The swivel connection shown in the figure weighs 4,485 pounds, and each shackle weighs 711 pounds. The anchors will weigh twelve tons apiece. The chains are 720 feet long, and the entire mooring will weigh altogether about 200 tons.

"THE CLERK'S BOOK"

This is the title of a little book of commonsense, written by Frank Farrington, whose "Talks by the Old Storekeeper" we commended when published last year. This volume is of small pocket size, 5¼x4 inches, and sold postpaid at 25 cents per copy. It is published by the Merchants' Helps Publishing Co., Delhi, N. Y. In the introduction the author states that this book is written expressly with a view to helping the clerk.. He advises the clerk not to read it all through at once; to read a little at a time and then think it over. The employer will find the epigrams contained therein fully as interesting as the clerk, and it can be read through in a sitting.

NEW PRICES ON SHEARS

At a meeting of all the American shear manufacturers held at the Hotel Astor, New York, on Wednesday, July 17th, a revised wholesale price list was adopted, covering steel-laid shears and scissors, joint or no joint, flat or oval pattern, full nickel and japan. Particulars may be obtained from W. M. Bowers, secretary and treasurer, New York City.

The Cortright Metal Roofing Co., of Philadelphia and Chicago, inform us that they have sent out 37,000 of their *Metal Shingle Advocates* this month, and that there was never a time in their history when they were so busy as at present. In almost every mail letters come to them from those who have used the Cortright metal shingles on their roofs, stating how well satisfied they are with them because of their durability.

A Kansas bride recently stirred up a good bit of trouble with a Hardware firm in her town. She bought a new refrigerator and then made a kick because milk soured in it. The dealer she bought it of made an investigation and found the dear thing had put no ice in it. She said she would not have bought it if she had supposed that was necessary.

Is Your Balance on the Profit Side?

The

KELSEY

WARM AIR GENERATOR

Will put it there if it is not.

HEATING CONTRACTS THAT PAY

Are the only kind worth clinching, and the KELSEY will clinch them for you.

The agency for the Kelsey will enable you to get the best class of heating contracts, because the Kelsey Warm Air Generator is the one heater that supplies enough pure, warm air in all emergencies and distributes it evenly throughout the largest house.

800 Kelsey dealers are placing the best heating orders in their home territories.

The KELSEY backs them up by giving satisfaction in every case. It will back you up as well. Send for our

ATTRACTIVE AGENCY PROPOSITION

and line up with the profit winners.

KELSEY HEATING CO.

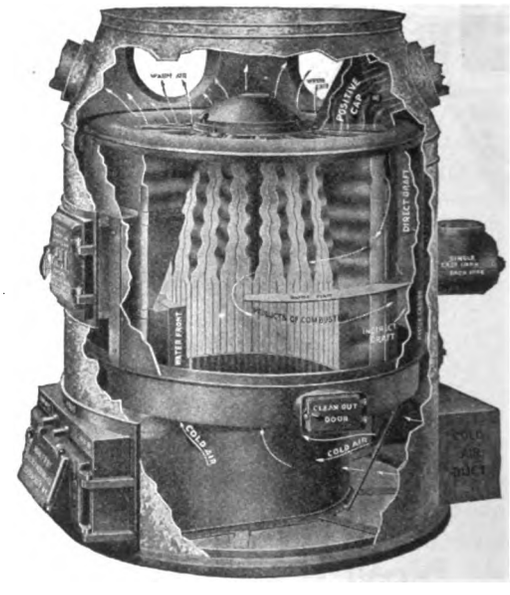
321 FAYETTE ST., SYRACUSE, N. Y.

NEW YORK CITY, 156 5th Av.

JAMES SMART MFG. CO.
BROCKVILLE, ONT.
Sole Makers for Canada

NORTH-WESTERN SELLING AGENTS:

VAN EVERA & LEWIS MFG. CO.
104-106 W. Lake St., CHICAGO



NEW GOODS AND SPECIALTIES

PIKE'S OFFICE FILLANEED

Pike Mfg. Co., Pike, N. H., are offering the trade a very useful desk tool appropriately named "Office Fillaneed," combining a knife sharpener, blotter, rule and paper weight. The stone used in the knife sharpener is especially selected for this purpose, and will impart a keen edge. In using the blotter only one hand is required to blot books or papers, the blotting paper being of the highest quality obtainable. The rule contains the metric system on one side, and the English on the other. The metal

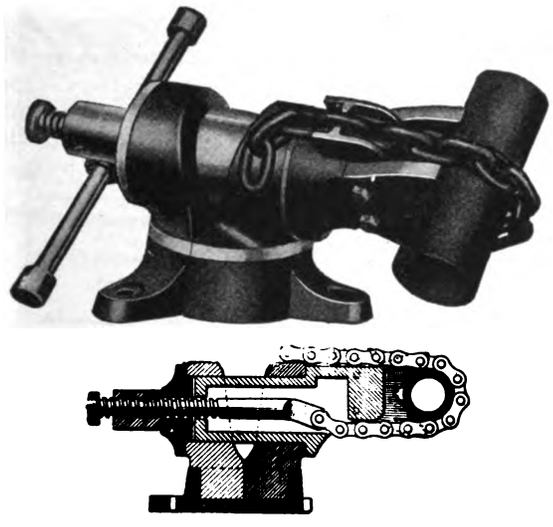


PIKE'S OFFICE FILLANEED

top is cut at perfect angles, thus making an accurate square. The metal projects sufficiently over the blotter to permit use of drawing and ruling pens. The blotting base makes this device an ideal paper weight, holding papers without danger of tearing or of scratching the desk.

A NEW PIPE VISE

A pipe vise capable of having its jaws swivel or move in any direction is certainly a convenience which is particularly useful and unique to the many needs and requirements of the plumbing and fitting trade. The provision, however, of the capacity of



DOUBLE-SWIVEL AUTOMATIC PIPE VISE

one-eighth inch to six inch, inclusive, in one vise extends the field of the tool to a remarkable degree.

The double swivel automatic pipe vise, invented and manufactured by the Pittsburgh Automatic Vise & Tool Co., Pittsburgh, Pa., is capable of describing any degree of two complete circles, thus facilitating the holding of the work to the best advantage and convenience. In other words, it possesses the same movements as the double-swivel mechanic vise as made by these people. The pipe being placed in the jaws, the chain is brought around, the nearest link being dropped into the lug on top. By a slight movement of the screw, the pipe is firmly gripped, both swivels being automatically locked.

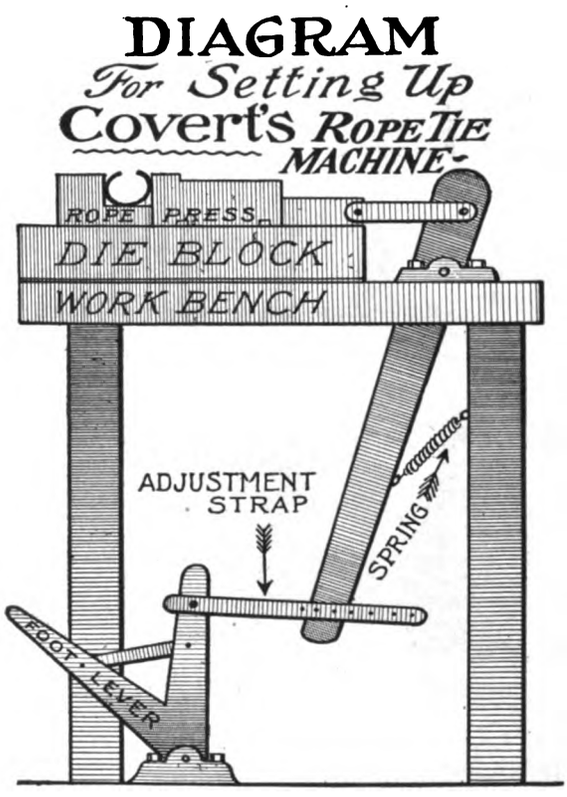
These universal movements not only permit the vise to serve as a pipe vise, but as a universal chuck for holding pipe, nipple or elbow or other parts when it is desired to work the same on the drill press or any other machinery, the pipe being held firmly and at an angle.

The vise is composed of six parts or sections: the screw or chain, jaws and mandrill, two yokes, friction plate and base. The base and the two yokes are of the same design and size as that of the 3½-inch jaw double-swivel machinists' vise, thus making these two vises interchangeable, or permitting the machinists' vise to possess a pipe attachment. The body or mandrill has a specially-constructed head, as shown in the accompanying cut. The friction plate is affixed to the outer extremity of the jaw member. This cap bears against the outer edge and serves as a support and a bearing for the screw.

The chain enters the hollow interior of the body of the jaw through an opening back of the head, and is attached to the inner portion of the screw. Thus, when one end of the chain is held firmly by the lugs on top, and the handle bars or nut of the the handle bar is forced against the rear yokes. Thus, when the screw is tightened it tilts the body sections toward each other and locks them against rotating in the base. Any desired friction can be had by the adjusting of two small set screws in the friction plate. A stationary vise may thus be secured.

COVERT'S ROPE TIE MACHINE

Covert's Saddlery Works, Interlaken, N. Y., have recently added to their long list of products a rope tie machine, which is



an inexpensive and convenient device for making up all kinds of rope, horse and cattle ties, halters, etc. The diagram herewith shows the working parts in detail.

THE MAGIC CHURN

The American Wooden-Ware Mfg. Co., Toledo, Ohio, manufacturers of churns, washing machines, rails and general woodenware, have placed on the market the Magic Churn shown in the accompanying illustration. This churn is provided with their



THE MAGIC CHURN

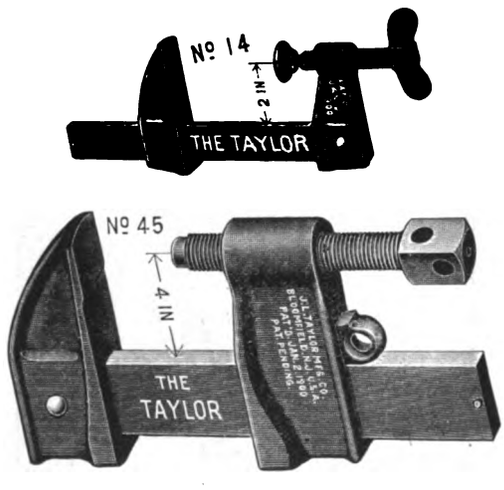
new patent drop steel forged cover, which is guaranteed to be indestructible, every cover fitting the churn perfectly, with no liability of leakage. This churn is made in three sizes.

QUICK-ACTING, SELF-LOCKING SCREW CLAMPS

To meet the practical requirements of mechanics, in the varied industries where clamps are used, the James L. Taylor Mfg. Co., of Bloomfield, N. J., have recently placed on the market four new designs of clamps which are successfully meeting demands.

The No. 14 is a light clamp; same dimensions as their No. 15, only in this model, the stationary instead of the sliding head carries the screw. For some work this is far more convenient.

The No. 40 is capable of standing a greater strain than any other clamp of its weight that has ever been made. It has been



TAYLOR SELF-LOCKING SCREW CLAMP

tested to a safe clamping strain of over 8,000 pounds. Has a 2 by ⅝-inch high-grade steel bar (double the strength of Bessemer, ordinarily used); 7¼ by 1 inch tool steel screw with cupped hardened point, or if desired, this can be furnished with pivoted button, when so ordered. This clamp will be found particularly useful in foundries for clamping heavy flasks; in machine shops, when erecting heavy machinery, to clamp the parts in position while laying off; or clamping angle plate to drill table, and work to angle plate; also for flange work, cylinder heads, etc.

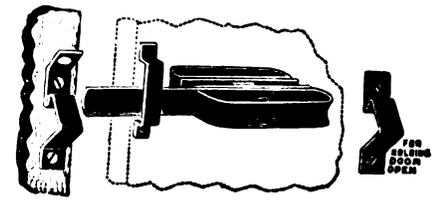
In certain classes of extremely heavy work, heretofore, firms needing clamps have had to make them, as there was not a clamp on the market that would stand the strain. The No. 45 now fills this demand. It is provided with the latest gripping device. The sliding jaw may be moved easily, but when left where desired is there to stay. It carries a tool steel screw 9 by 1¼ inches, made with cupped hardened point, and 1½ inch square head, adaptable for use with either wrench or bar. A special high-grade 3 by ⅞ inch steel bar is used. This tool is designed for the heaviest kind of bridge and boiler work, and has been tested to a safe clamping strain of 2,400 pounds.

The No. 60 (dock clamp) is much larger in construction than the No. 45, takes about the same strain, but has heavier bar screw and jaws, which latter take an 8-inch engagement.

THE "JEWEL" LATCH

The Peck-Hamre Mfg. Co., Berlin, Wis., have just gotten out a new latch for swinging doors, which they call the "Jewel" Latch, a cut of which is shown herewith, and for which they claim the following very strong features:

It does not have a spring in its construction; is made entirely

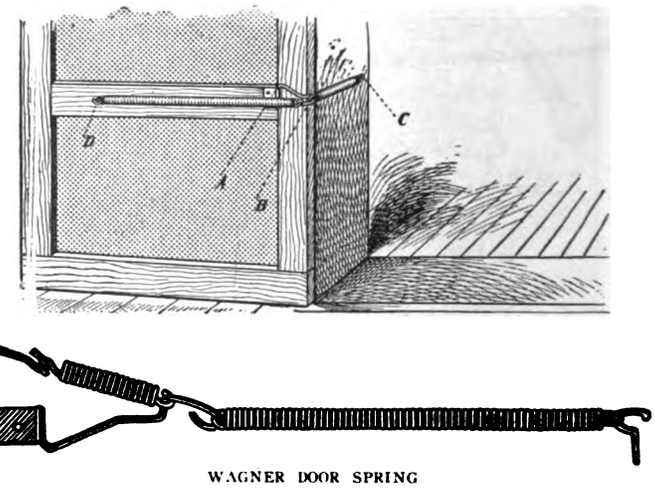


THE "JEWEL" LATCH

of steel; the screws cannot be removed with a screw-driver when the latch is locked; it will catch every time no matter how hard or how lightly the door is closed; it has large handles on both sides; it holds the door both open and shut; and retails for 25 cents. To introduce this latch they are naming very attractive delivered prices for the coming month.

WAGNER DOOR SPRING

Wagner Mfg. Co., Cedar Falls, Iowa, have introduced a new door spring constructed along new and original lines. It has the easy positive spring, which has made coil springs so desirable; at the same time it overcomes the objectional feature of ruining a

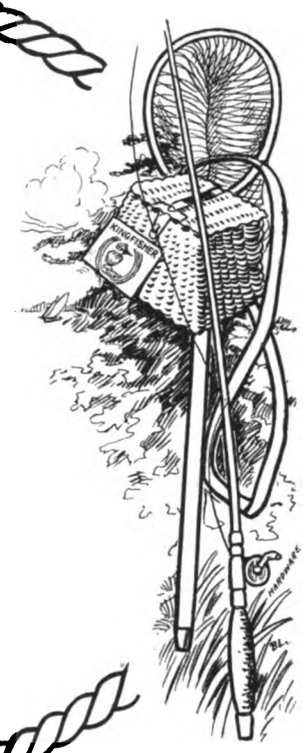


WAGNER DOOR SPRING

spring or marring the door every time the door is opened all the way back. Attention is called to the spacing bar, which keeps the coils of the spring away from the door. The same also acts to a certain extent as a hold-back, which is a convenience when taking anything through the door.

The Fisherman's Outfit
is not complete unless it
includes

KINGFISHER LINES



They are the
STRONGEST AND MOST DURABLE LINES
in existence. There's long experience behind every inch of **Kingfisher Line.**

There's satisfaction in every sale—satisfaction for both the purchaser and the dealer.



For the former because the **Kingfisher** supplies his every need as to quality and gives him confidence in his line.

For the latter because **Kingfisher Lines** clear the way to many profitable sales of Fisherman's Supplies simply because they get the customer interested in QUALITY. The true fisherman is particular about his outfit, and IT PAYS TO CATER TO HIM. **Kingfisher Lines** bring steady customers and repeat sales.

We make hundreds of different kinds of Fishing Lines. Let us send you our catalogue describing them.

Kingfisher Lines are carried in stock by every large Fishing Tackle Jobber in the country.

E. J. MARTIN'S SONS
MAKERS
10 Hill St., Rockville Conn.

AVOID ACCIDENTS LIKE THIS!



The Equivalent of 120 Gallons of Water
in three pounds of weight.
all for $1.00
Absolute protection to auto or motor boat as well as home, office or business is assured when

FITE FIRE
TRADE MARK.

is on hand.

The tube contains dry powder only, which is easily discharged. Each tube generates about 1,000 cubic feet of nitrogen gas, which is absolute DEATH TO COMBUSTION. No acid or liquid, no corrosion, leakage, pressure, explosion, or freezing. Harmless to flesh and fabric. Does not deteriorate with age. No complicated instructions. The only safeguard against burning oil.

A HOT SELLER. *Write for terms.*

HENRY W. LANDAU, Manufacturer
GREEN ST and N. J. R. R. AVE.
NEWARK, N. J.

"SOOT-PROOF"
SPARK PLUG

The best selling Plug on the market

Does not deteriorate and cannot short-circuit.

Its life is practically unlimited.

IT IS A TRADE BUILDER

It is reliable and gives satisfaction in every instance.

The Plug of all Plugs.

Retails for $1.00.

Send for discounts.



The Hardware and Auto Sundries Dealer should sell this Plug because it has so many easily understood points of value, and is so worthy of recommendation.

C. A. MEZGER INC.
Manufacturers
40 W. 60th St.
N. Y. City

National Sales Corporation
Factory Sales Managers
290 Broadway
N. Y. City

IT'S STRONGEST POINT-IT ALWAYS SPARKS

ALLWIN FOLDING GO-CART

The Sidway Mercantile Co., Elkhart, Ind., are introducing a new model of folding go-cart (Fig. 1) with English hood. The hood folds with the cart (Fig. 2) taking up additional space, and the weight of the go-cart complete is 18 pounds. The manufacturers guarantee the material from which it is constructed.



FIG. 1—NEW MODEL ALLWIN FOLDING GO-CART

The handle and seat are held in place by an automatic locking device (Fig. 3) which is released by the toe of the shoe. This permits the mother to hold her child in one arm and open or close the cart with the other hand. There are incased springs located directly under the child's spine to take up all the jar.

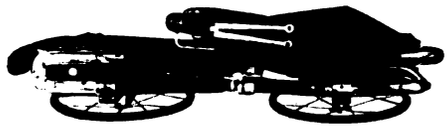


FIG. 2—ALLWIN GO-CART FOLDED

The wheels are held apart by two braces, the rear brace being reinforced. This is to make the cart rigid when open and locked. The wheels are carried by double steel forks, which hold the axles, the forks being of sufficient strength to support 500 pounds. The cart has two positions: upright and reclining or sleeping, and can be changed from one position to the other in three or four seconds' time. The running gear parts are heavily tinned, and the balance of the metal parts are either nickel-plated, oxidized or enameled, as the case may be, while the bright parts are lacquered to prevent tarnishing. The hood is easily adjusted forward or back, and can be put on or removed in a few seconds. Parasols can be furnished if desired. The cart is suitable for a baby from two months to four years of age, making a baby carriage and go-cart all in one. The carts are finished in different colors of wood and seats. Runners are also made, which convert them into sleighs, and do not interfere with the folding.

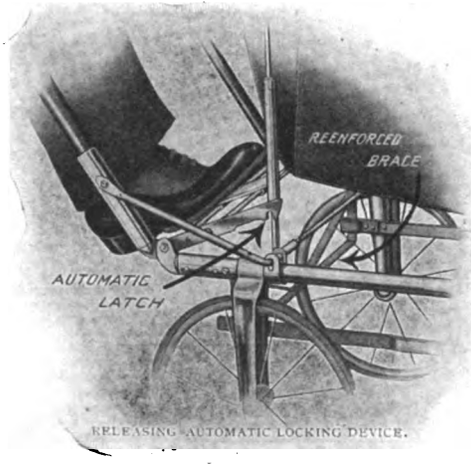
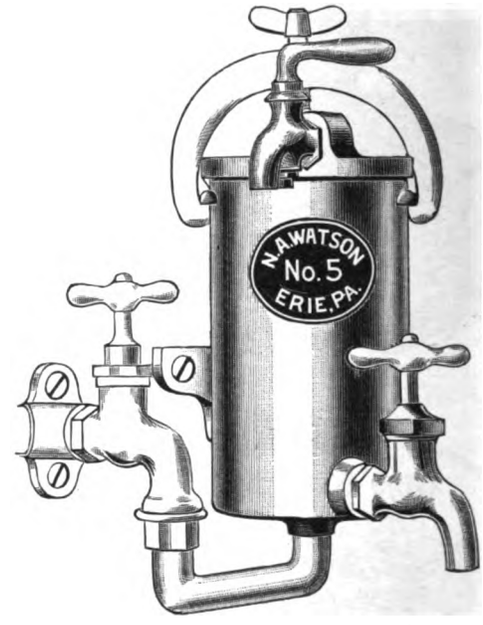


FIG. 3—RELEASING AUTOMATIC LOCKING DEVICE

WATSON GERM-PROOF FILTER

N. A. Watson, Erie, Pa., is the manufacturer of the Watson Germ-Proof Natural Stone Domestic Water Filter, shown in the accompanying illustration. This porous stone is Nature's own method of filtering drinking water, and the filter having been thoroughly tested by the expert bacteriologists, is pronounced



WATSON GERM-PROOF FILTER NO. 5

germ-proof. It is claimed to make the foulest water sparkling, thoroughly removing all filth, microbes, bacteria, germ matter, gases, bad taste and smell. These impurities do not penetrate the stone, but are retained on the surface, and can be readily removed by a brush, thus leaving the filter perfectly clean and ready to do the work as when new. No alum, sand or charcoal is used. These filters are made in four sizes, Nos. 4, 5, 6 and 7. We illustrate the No. 5

GOODFORM CLOSET SETS

Chicago Form Co., 56 Fifth Avenue, Chicago, Ill., are placing on the market the Goodform Closet Sets, consisting of coat hangers, trousers hangers, skirt hangers, shoe rails, closet loops and shelf bars. It is a system of closet appliances which solves the problem of properly caring for garments when not in use, and provides for hanging all the outer garments of both men and women in perfect form so as to retain their original shapeliness when not in use; and in such manner as to make each garment instantly accessible without the slightest confusion or disturbance, while at the same time doubling the closet capacity.

We illustrate their Coat Hanger Goodform De Luxe (Fig. 1) which is fitted with shoulder plates which conform exactly to the shape of the shoulder. Convex at the collar, concave at the



FOR THE YEAR 1907

The Old and Reasonable Objections to Gas-Heated Rooms Have at Last Been Completely Overcome and the

Royal Argand Gas Heater

by an ingenious and scientific device is made to consume every suspicion of odor. It is ornamental, and as an efficient heat distributer has no equal, producing it at a minimum cost.

Sold by All Jobbers in Hardware

REMEMBER, IT IS REALLY ODORLESS!!

ALBANY FOUNDRY CO., ALBANY, N. Y.

Send for Catalog and Price.



At the Head

Of all Axle Grease is the Frazer—the Old Reliable. It has greased all kinds and conditions of Axles for

Half a Century

with uniform satisfaction to both dealer and user.

Don't make the mistake of ordering cheap stuff—the Best—Frazer—is none too good for your trade. Write for prices to Frazer Lubricator Co., Chicago, New York and St. Louis, on

Frazer Axle Grease

"Quality" OIL HEATERS



are all that the imagination can conceive an oil stove should be—

Smokeless,
Odorless
Safe, Reliable---
and Salable

They are as much above the ordinary Oil Heater as a modern range is above the old-fashioned cook stove.

They sell readily at an advanced price because they look their name, and bear out the good impression in the production of heat and economy of oil.

All features of convenience.

A sample stove (freight allowed by us) will dispel your doubts.

In any case, get our catalog.

Roberts & Mander Stove Co.

Philadelphia, Pa.

shoulder. It is adjustable and readily adaptable to any kind or size of coat or jacket.

Fig. 2 is an illustration of their Trousers Hanger Goodform De Luxe. This trousers hanger keeps the trousers correctly creased without wrinkles, and formed to the best possible effect.

The clamping device grips the trousers by their bottom hems. The clamps are wide enough to press the entire hem but short enough not to crease the edges. The ends of the clamping device are turned outward slightly, so as to avoid creasing the

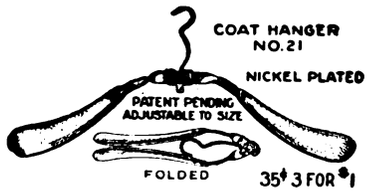


FIG. 1—COAT HANGER
Goodform De Luxe



FIG. 2—TROUSERS HANGER
Goodform De Luxe

edges of the hems or leaving any mark where the pressure is applied. The clamps at the center to the width of about an inch are formed to allow for the extra thickness of the hem at the seam. The clamps are flexible so that on pressure they adapt themselves perfectly to the surface of the fabric. They are also curved slightly so that they touch first at the ends and when pressure is applied at the center, they stretch just enough to avoid wrinkles and shrinking, and an even pressure on the entire inner plane of the clamp is assured.

"PHENIX" SWINGING HALF SCREENS

Phenix Mfg. Co., Milwaukee, Wis., are the manufacturers of the "Phenix" swinging half screen, which comprises many features of merit, from the fact that there are no pieces or edges to split off from the grooved sides of the screen; no springs, no slide strips or rims to break or be in the way when drawing up a storm window, and no sticking of sliding screens to contend with. They can never be raised, pushed or blown off their pivots by accident, owing to the special construction of the hangers. They are easily hung or removed, are always fly-proof and durable, and are strong, simple and practical in construction. These screens are made to cover the lower half of the window, fit in between the outside casings with a shut-off stop at meeting or check rail. Hangers are applied and fasteners are shipped with the goods.

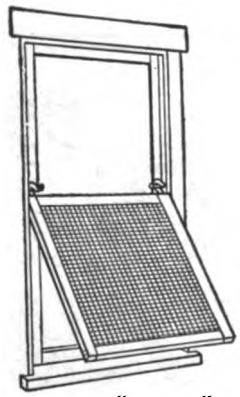


FIG. 1—"PHENIX" SWINGING HALF SCREEN

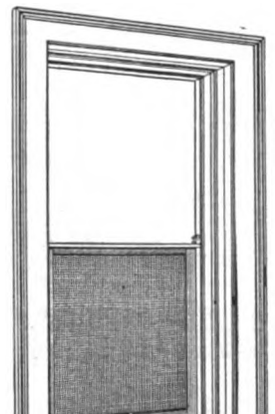


FIG. 2—INSIDE VIEW SWINGING HALF SCREEN

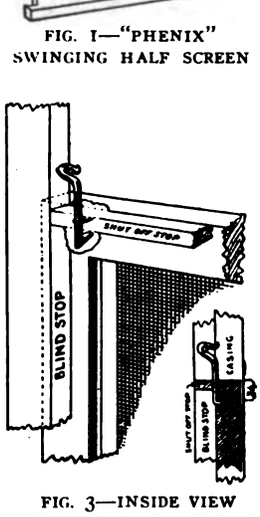


FIG. 3—INSIDE VIEW WITH SHUT-OFF STOP

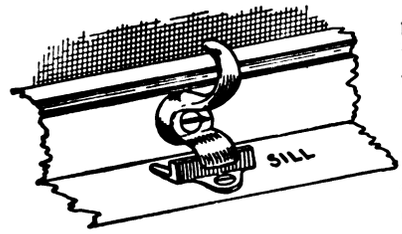


FIG. 4—SCREEN HANGER AND FASTENER

RECENT TRADE PUBLICATIONS

THE STEWART IRON WORKS CO., Cincinnati, Ohio, announces that beginning with the month of July they will issue a series of monthly bulletins. Bulletin No. 1 is devoted to their line of cemetery fence, with illustrations of same.

ZELNICKER CRAYON WORKS, St. Louis, Mo., have issued a booklet entitled "Crayon Talks," which is really unique, and a forceful piece of advertising matter. It consists mainly of short and readable sentences reproduced direct from the crayon writing and printed on white paper in the various colors in which their crayons are made, including purple indelible and white-that-won't-wash-off—the latter on a black ground.

THE PECK-HAMRE MFG. CO., of Berlin, Wis., makers of rural mail boxes, barn door latches and the "Automatic" truck, have just issued a very neat little catalogue which they will be pleased to send to any of the trade requesting it. In this catalogue they state that "no matter what freak or fancy a customer may have in the mail box line something can here be found to satisfy him and which can be secured from the jobber at a minimum freight charge;" they also state that their prices are so arranged to enable the dealer to compete with the many inferior goods offered. This catalogue contains net prices.

AMERICAN SCREW CO., Providence, R. I. Price lists dated June, 1907. In addition to current price lists, this pamphlet contains illustrations and miscellaneous information relating to their regular products only. The company manufacture also a great variety of special articles of kindred character, prices for which will be given upon application.

OWOSSO MFG. CO., Owosso, Mich. Catalogue and price list for season of 1907 of Owosso snow shovels.

STUART & PETERSON CO., Burlington, N. J. Catalogue No. 215 of hollowware and specialties. The assortment is a large one, comprising saucepans, stew pans, kettles, griddles, waffle irons, coffee roasters, ice cream cans, glue heaters, feed mangers, hay racks and water troughs, mail boxes and caldrons.

ROME MFG. CO., Rome, N. Y. Catalogue "E" of "Rome" nickel-plated copper ware and all kinds of brass, copper and tin specialties. A full line of these goods is shown, such as tea and range kettles, tea and coffee pots, etc.

J. R. DAWSON MFG. CO., 1520-24 Palethorp Street, Philadelphia, Pa. Catalogue No. 17 of household and office wire goods, including easels for all purposes in bright silver lustre and electro-gilt finish.

E. W. BLISS CO., Adams and Plymouth Streets, Brooklyn, N. Y. Catalogue illustrating and describing Bliss drop forging machinery. The contents include automatic board lift drop hammers, trimming presses, etc.

THE BRISTOL COMPANY, Waterbury, Conn., are distributing to the trade a booklet entitled "Plant Economy," by H. P. Dennis, M. E., who is an authority on power plant equipment, which they will be pleased to send on application to those interested.

UNIVERSAL HACK SAWS

are to the mechanic as reliable as his micrometer.

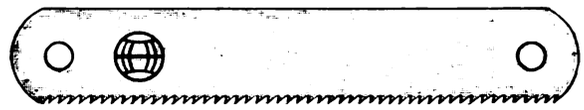
They are the standard by which the good and bad qualities of all other Hack Saws are measured.

Their use gives a sense of satisfaction because of their fine cutting qualities, and a sense of security because the user knows that Universal Blades need not be favored.

Your name and address on a postal will secure you samples and prices

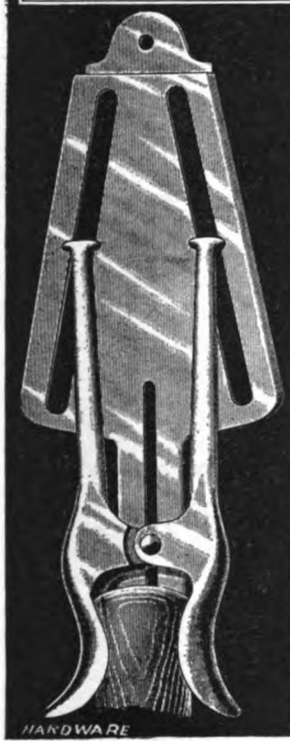
Give the samples to your customers to be severely tested.

The prices, you will discover, are no higher than asked for poor quality goods.



WEST HAVEN MFG. CO.
NEW HAVEN, CONN.

The "AUTO-GRIP" Broom Holder



HAS A
GRAVITY GRIP

The Harder You Pull
The Tighter It Holds

for the

CARPET SWEEPER
BROOM
WHISK-BROOM
MOP-STICK

or anything with a plain handle.

The "Auto-Grip" grips as it ought to grip

A Broom Holder is a good suggestion for house cleaning time.
Did you ever see a Broom-Holder that was any better or more ornamental than the "Auto-Grip?"
FREE SAMPLE mailed upon request. Also free samples for your salesmen with first order.

MADE BY

AMERICAN INDUSTRIAL COMPANY

18½ East Division, Chicago

GOOD HUNTERS AND MARKSMEN favor the



STEVENS

the kind that no up-to-date and progressive merchant can afford NOT to handle.

MADE IN THE RIGHT WAY
MARKETED IN THE RIGHT WAY
ADVERTISED IN THE RIGHT WAY

Ask your Jobber for

Stevens Rifles—
Shotguns—Pistols, etc.

Send for new 160 Page Illustrated Catalogue.

J. STEVENS ARMS & TOOL CO.
255 MAIN ST.
CHICOPEE FALLS, MASS.

THE BARTHEL KEROSENE FURNACE



Is simple in construction, reliable and durable under all conditions of work.

Smokeless—smell-less—coilless.

Absolutely safe; approved by underwriters.

Cheaper to operate and gives greater heat than any other furnace.

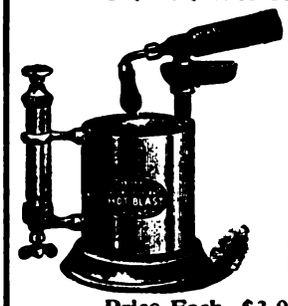
Send for booklet and prices.

Barthel Blow Lamp Co.

294 Washington St.
Boston, Mass.

HOTTEST ON EARTH

The TURNER-WHITE, No. 22—



known as the "Imperial" Torch—has satisfied the most skeptical mechanic.

Tank seamless, 18 gauge, brass.

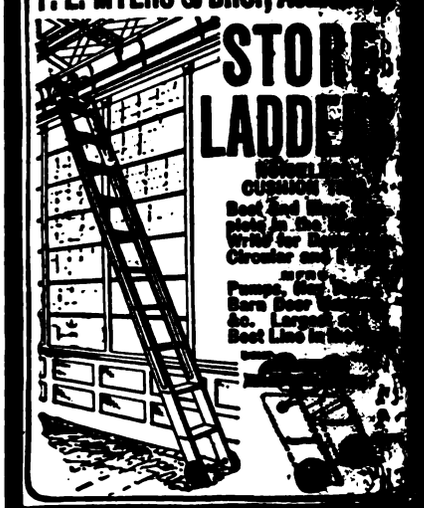
Guaranteed to please or money back.

Price Each, $3.00 Net

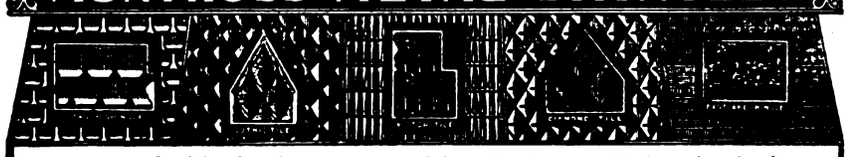
JOBBERS SELL AT FACTORY PRICE

THE TURNER BRASS WORKS
70 North Franklin Street
CHICAGO, U. S. A.

F. E. MYERS & BRO., Ashland, O.



MONTROSS METAL SHINGLES

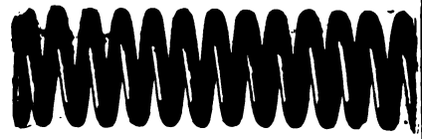


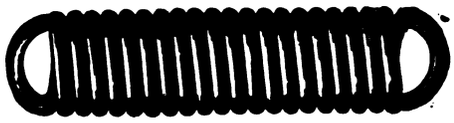
are a profitable business proposition for you. Galvanized after embossing, they never crack or scale. Last a lifetime without painting or other repairs, fire-proof, storm-proof, *inexpensive* and very attractive in appearance. Easy to sell and always satisfactory. Send for catalog.

MONTROSS METAL SHINGLE CO. CAMDEN, NEW JERSEY.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.

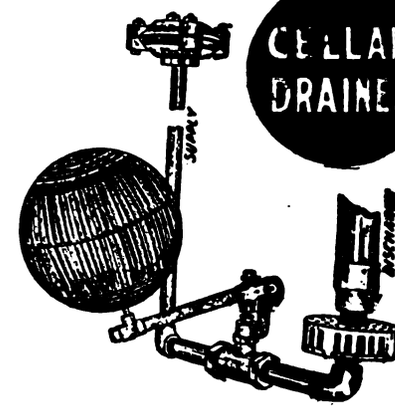
These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.

CLIMAX CELLAR DRAINER



ENTIRELY AUTOMATIC

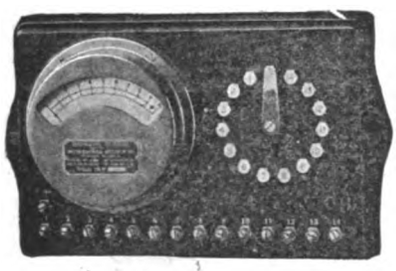
Drains cellars, cesspools, foundations, wheel pits, furnace pits, etc., using city water or steam supply having from 15 to 80 lbs. pressure per square inch.

Six sizes, from 50 to 1200 gallons per hour capacity.

CLIMAX Plumbing Supplies include many other valuable specialties. Catalog upon request.

C. M. KEMP MFG. CO.
405 East Oliver Street
BALTIMORE, MD., U. S. A.

WESTON
Electrolytic Voltmeter



The accompanying cut illustrates a new model WESTON VOLTMETER expressly designed to meet the requirements of ELECTROPLATERS, ELECTROTYPERS and others engaged in the art of ELECTROMETALLURGY. It is accurate and thoroughly reliable. It is built in a thoroughly substantial manner; the workmanship is high grade. It is provided with a 15 point switch so that the difference of potential can be determined at any one of 15 tanks or all of them successively. It is *low priced* and *good*.

Special Bulletin describing the instrument and giving prices can be obtained upon application.

Weston Electrical Instrument Co.,
Waverly Park, NEWARK, N. J., U. S. A.

"A PERMANENT ROOF"
CONCRETE STOWELL'S ROOFING

SECURE
PROTECTION AND LONG SERVICE BY USING OUR
ASPHALT ROOFING
SAVES REPAIRS
SAVES RECOATING
SAVES RENEWING
Send for Samples and Pamphlet
STOWELL MFG. CO.
JERSEY CITY, N.J.

HOT and COLD ROLLED STRIP STEEL

Unequalled for Uniform Ductility, Accuracy in Gauge and Width and Fine Finish.

WEST LEECHBURG STEEL CO., Pittsburg, Pa.

BUFFALO WIRE WORKS CO.
WIRE CLOTH
Artistic METAL WORK
WIRE GOODS
BUFFALO, N.Y.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

MALE HELP WANTED

WHEN YOU SUBSCRIBE TO *Opportunities* you insure yourself against loss of information worth hundreds of dollars. Sample copy free containing lists of positions open. Hapgoods, 305 Broadway, N. Y.

AGENTS WANTED.—To sell our specialties in Enameled Ware, to Hardware and Housfurnishing Goods trade. Enamel Specialty Mfg. Co., Box Pittsburgh, Pa.

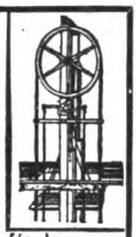
AGENTS WANTED.—To sell Pieced, Stamped and Japanned Tinware on commission basis to Hardware and Housefurnishing Goods trade, and to scheme trade. Address Iron City Tin & Japan Co., McKees Rocks, Pa.

AGENTS WANTED.—To sell our specialties in Enameled Ware to Hardware and Housefurnishing Goods trade. Address Enamel Specialty Mfg. Co., Box 609, Pittsburgh, Pa.

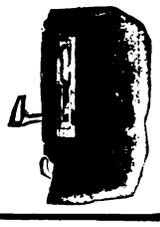
HELP WANTED.—A young man about 28 years old as a clerk, retail Hardware in Jersey City, N. J. A good opportunity for the right man. State salary expected. Address Retail, care HARDWARE, 415 Produce Exchange, New York.

SALESMEN write the Dayton Label Co., Dayton, Ohio, for sample outfit and sell 2,000 Advertising Gummed Stickers for $1.00 to merchants "on the side;" 40 per cent. commission, and a square deal. State regular line.

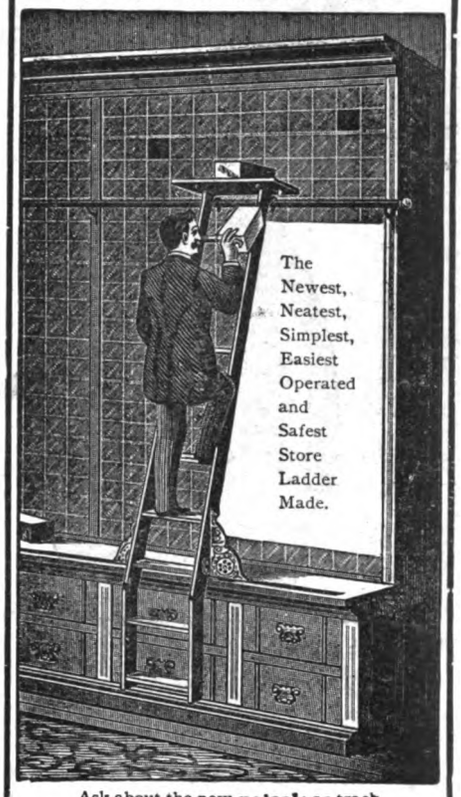
Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
Kimball Bros. Co.,
1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St., New York.
30 Vincent St., Cleveland, O.



"The CLIFT FOLDING GARMENT HOOKS"
Particularly adapted for apartment houses and dwellings. A necessary article in halls, vestibules, closets, bath rooms, chambers, cloak rooms, restaurants, stores, auditoriums, schools and offices.
Send for pamphlet and price list.
THE CLIFT COMPANY
212 Cuyahoga Bldg., Cleveland, O.



The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.

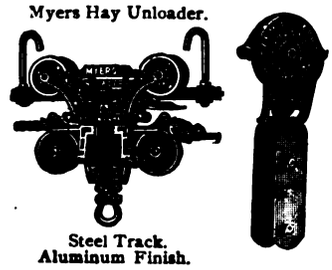
25¢ Buys a Life Saving DAVIS SANITARY FOUNT
Clean, fresh water is LIFE to young chicks. Davis' founts insure a constant supply and chicks can't get drowned or wet in them, or tip them over. Only fount made that feeds water, grit, oyster shells, grain, etc.
Price 25c each, $2.70 per doz. Postage 15c each extra. No bottles or cans included, but any size old can or bottle can be used.
Ask your supply, hardware or feed dealer for them, or write for our catalogue of Up-to-date Necessities for Poultrymen, including poultry and pigeon leg bands, founts, roost brackets, metal nests, poultry punches, etc.
The Keyes-Davis Co.
(Limited)
Manufacturers
520 Hanover St.
Battle Creek, Mich.



Take off your Hat to "The Myers!"
BEST PUMP ON EARTH.



GLASS VALVE SEAT PUMPS
HAY UNLOADING TOOLS
and BARN DOOR HANGERS
HAY RACK CLAMPS
Myers Hay Unloader.
O. K. Stay-on Door Hanger.

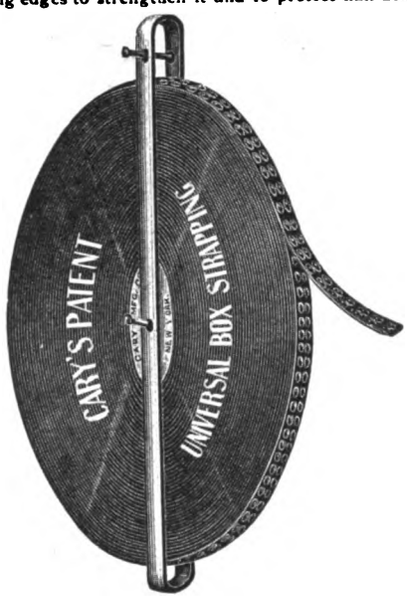


Steel Track. Aluminum Finish.
Flexible.
Write for prices on the most satisfactory line of Hand and Windmill Force and Lift Well Pumps, Power Pumps, Tank Pumps, and Spray Pumps, Hay Carriers, Hay Forks, Hay Rack Clamps, Stay-on Door Hangers, etc., manufactured by the largest Pump and Hay Tool Works in the World.
F. E. MYERS AND BRO., ASHLAND, OHIO.

STUDY LAW AT HOME
Prepare for success at the bar, in business or public life, by mail, in the ORIGINAL SCHOOL Founded in 1890. Successful graduates everywhere. Approved by bar and law colleges. Regular College Law Course and Business Law Course. Liberal Terms. Special Offer Now. Catalogue Free.
Sprague Correspondence School of Law,
788 Majestic Bldg., Detroit, Mich.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses a ong edges to strengthen it and to protect nail-neads.



Put up in coils 300 feet each. **Patent Metal Reel Frame** with each coil. Straps made in four widths: ½, ⅝, ¾ and 1 inch. Patented in all countries.

CARY MFG. CO.

19 and 21 Roosevelt Street New York

Cable Address: CARLEIO



An Introduction

to HARDWARE DEALERS, GENERAL-STORE PROPRIETORS and CONTRACTORS:

We want you to become acquainted with the center-lift hand-power elevators we are now carrying in stock.

They are built in various *satisfactory* sizes—at also *satisfactory* prices—can be shipped *immediately* upon receipt of accepted specifications.

Write us for illustrated plans, details, sizes and prices in Folder No. **56**, which will permit you to intelligently order by return mail.

EATON & PRINCE COMPANY

CHICAGO

THE HEATH HARDWARE CO., Monroe, N. C.

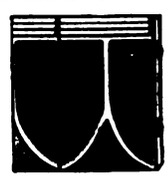
SOLD

Several Car Loads of

Cortright Metal Shingles

and made a good big profit during 1906. So did a number of others. Don't you want to join them in 1907?

Write for prices and particulars.



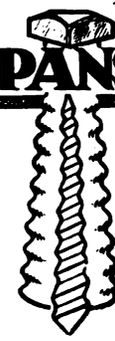
Cortright Metal Roofing Co.

524 Walnut St.

PHILADELPHIA, PA.

STAR EXPANSION BOLT

Made in All Sizes of Wood, Lag or Machine Types.



1907 Catalogue Free

STAR EXPANSION BOLT CO.

2nd Street and Trask Ave., Bayonne, N. J.

142 Lake St., Chicago. 147 Cedar St., New York.

No Better Time
No Better Place Even

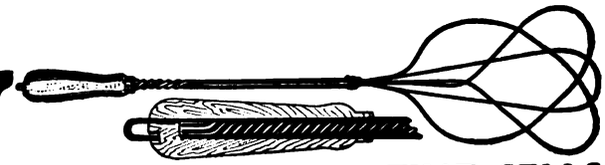
TO BUY

FISHING TACKLE

Send for Free Catalogue

CLARK-HORROCKS CO.,

Utica, N. Y.



A CARPET BEATER THAT SELLS

and that can be recommended without reserve

Holt's "Cleaner" Rug and Carpet Beater

Made from Furniture Spring Steel and permanently fastened in a strong handle. (See illustration).

Strong enough for the heaviest carpets, yet flexible enough for lighter articles, such as clothing, furniture, robes, mats etc.

Send for our Catalog, describing our Dover Egg Beater, which beats eggs perfectly in twenty seconds.

HOLT-LYON CO., Tarrytown-on-Hudson, N. Y.

PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B ..... 52@55c
G. D ..... per M 34@35c
F. L ..... per M 40@42c
G. E ..... per M 48@50c
Musket ..... per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M 20%
B.L. Caps (Sturtevant Shells) $2.00 per M 20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50 ..... 10&5%
32 C. F., $7.00 ..... 10&5%
22 cal., Rim, $1.50 ..... 10&5%
32 cal., Rim, $2.75 ..... 10&5%
B. B. Caps, Con. Ball, swgd $1.20
B. B. Caps, Round Ball $1.49
Cent. Fire 25%
Target and Sporting Rifle ..... 15&5%
Primed Shells and Bullets ..... 15&10%
Rim Fire Sporting 50%
Rim Fire Military ..... 15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all ganges ..... 60&5%
Climax, Club, Rival, 10 and 12 gge ..... 65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge ..... 25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge 20%
Climax, Union, League, New Rival, 10 and 12 gauge 25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list) 20%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge ..... 33⅓&5%

SHELLS, LOADED—

Black Powder 40%
Smokeless Powder, medium grade ..... 40&5%
Smokeless Powder, high grade ..... 40&10&10

SHOT—

Drop, up to B 25 lb bag $1.95
Drop, B and larger, per 25 lb bag 2.20
Buck, 25 lb bag 2. 0
Chilled, 25 lb bag 2.20
Dust Shot, 25 lb bag 2.40

GUN WADS—℔ 1000—

B E., 11 up ..... $ 60
B. E., 9 and 10 70
B. E., 8 80
B. E., 7 90
P. E., 11 up ..... 1.00 } 15%
P. E., 9 and 10 ..... 1.25
P. E., 8 ..... 1.50
P. E., 7 ..... 1.50
Ely's B. E., 11 and larger ..... $1.70@$1.75
Ely's P. E., 12 to 20 ..... $3.00@$3.25

Animal Pokes

	℔ doz.
Iowa Farming Tools.	
Hawkeye	$3.25
Western	4.00

Anti-Rattlers

Fernald, Quick Shift, ℔ doz. pair, net ..$2.00
Burton's, ℔ doz. pair, Nos. 2 and 5 ..... 50c
Per doz. pair, No. 1 ..... 75c
Per doz. pair, No. 4 ..... 1.00

Kohler's:	℔ Gro.
Daisy, No. 4	Net. $4.80
Perfect, No. 2	Net. 6.00
Bolt Holder, No. 1	Net. 8.40

Anvils

Eagle Anvils, ℔ lb, net 8¼c
Hay-Budden, Wrought ..... 9½@9¾c
Peter Wright's ..... 11@11¼c
Trenton ..... 9 1-2@9¾c
Columbian, all steel, ℔ lb, net 9¼c

ANVIL AND VISE COMBINED—

Millers Falls (with drill) ..... $18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells 70%
Com. Auger Bits ..... 70&5&@70&10%
Forstner Pat. Bits 25%
Ford Auger Bit Co:
Auger Bits } 40@40&5%
Car Bits } 40@40&5%
Machine Bits } 40@40&5%

C. E. Jennings & Co.:
D'ble Spur pattern car, No. 80 ..... 40&7½%
Nobles Double Spur, No. 83 ..... 55%
No. 10, Extension Lip 25%
Car Bits, No. 10 ..... 25%
Car Bits, No. 80 ..... 40&7½%
Ring Augers 66⅔%
Jennings' Pattern ..... 50&10%@60%
Snell's Auger and Car Bits:
Extra ..... 60&10%
No. 1 ..... 60&10&10%
Russell Jennings' Augers and Bits ..... 25&10&2½%

HOLLOW AUGERS—

Ames ..... 25&10@
Bonney's Adjustable ..... $5.50@8.00
Hibbard's Adjustable ..... Net prices
Ives ..... 25&10%
Millers Falls, Goodell ..... 15&7½&10%
Universal, each $4.50 ..... 20%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat ..... 33⅓&10%
Clark's small, $18 ..... 40&10@50%
Clark's large, $26 ..... 40&10@50%
Ives' Model, ℔ doz. $60 ..... 50%

DOUBLE CUT GIMLET BITS—

Common, net ..... $3.00@$3.25
German Pattern, net ..... $4.60@5.75
Mayhew's Diamond ℔ doz. $1.25 ..... 40%
Snell's Bell Hangers 60%

TWIST DRILLS—

Bit Stock ..... 60&10@60, 10&10
Taper and Straight Shank ..... 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co ..... 33⅓&5%
L'Hommedieu's 15%
Snell's 40%
Watrous' ..... 33⅓&7½%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratch	$3.50@4.00
Patent Peg	81@84c
Sewing, Coin	88@$1.00
Shouldered Peg	65@70c
Shouldered Brad	63@66c
Socket Scratch ℔ doz	$1.00

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ℔ doz. $7.50; No. 20, ℔ Doz. $10 ..... 60&10%
Brad Sets:
No. 42, $10.50: No. 43, $12.50 ..... 70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7 ..... 50%
Ice Awls 55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18 ..... 15&10%
C. E. Jennings & Co's. Adj. Tool Hdls. 33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18 ..... 30%

Axes

Single Bit, base weights:
First Quality $5.00
Second Quality $4.50
Double Bit, base weights:
First Quality $7.50
Second Quality 6.75

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc 50%
Broad and Bbl ..... 40&10%
Boy's Axes 50%
Peck Edge Tool Co.:
Hatchets, shingling, etc 50%
Broad and Bb'l ..... 40&10%
Boy's Axes and Hatchets 50%

Axle Grease

Dixon's "Everlasting" Graphite:

1	lb cans (36 in case)	15 ea.
2	" " " "	25 "
10	" firkins (6 in case)	$1.20 "
25	" "	2.75 "
50	" kegs	5.00 "
100	" "	9.00 "
200	" half bbls	} 8½lb
375-400	lb "	} 8½lb

Snow Flake: Discount 10%

One-quart cans, ℔ doz.	$ 2.00
Two-quart cans ℔ doz.	3.20
One-gallon cans, ℔ doz.	6.00
Five-gallon cans, ℔ doz.	24.00
Quarter bbls. (15 gals.), ℔ gal.	.45
One-half bbls. ℔ gal.	.40
Bbls., ℔ gal.	.35

Balances, Spring

Chatillon's:
Light, class A 50%
Circular Balances, class C 50%
Ice Balances, class B 50%
Straight Balances, Class A1 ..... 50%
Class A3 ..... 40%
Class D. E. F 30%
Class G 20%

Balances, Sash

Caldwell's 50%
Pullman's ..... 50&10@60%

Beef Shavers

Enterprise:
Japanned, each, $8.00 ..... 25@30%
Tinned, each, $10.50 ..... 25@30%

Bells

HAND—

Hand Bells, polished brass ..... 50&10@60%
Nickel Plated ..... 40&10@50%
Pure bell metal ..... 50&10%
Silver chime ..... 25@30%
Swiss ..... 50&10@50&10&5%
White metal ..... 50@50&5%

DOOR—

Trip, Gem ..... 50&10%
Gong, Abbe's ..... 40@40&10%
Gong, Yankee ..... 40&10@10%
New Departure:
Rotary ..... 50@ 10%
Push 50%

COW—

Common wrought ..... 75@75&10%
Kentucky ..... 70@70&10%
Texas Star 50%
Western, Sargent's list ..... 70@70&10%

Bellows

Blacksmiths' ..... 60@65%
Hand ..... net prices
Moulders' ..... " "

Belting Rubber

Boston Belting Co:
"Boston" 50%
"Imperial," seamless stitched 45%
Niagara 60%
New Jersey Car Spring & Rubber Co:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Miller's Falls ..... 15&10%

Binder Twine

	Per Pound
Sisal	9@9½c
Standard	9@9½c
Standard Manila	10¾@11c
Manila	12@12¾c
Pure Manila	13¾@14c

Bit Holders.

Angular 45%
Extension:
Barber's, ℔ doz. $15.00 ..... 45@50%
Ives' ℔ doz. $20.00 ..... 60&10%

Blind Adjusters

Columbian 33⅓%
Domestic, ℔ doz. $8.00 ..... 33⅓%
Excelsior, ℔ doz. $10.00 ..... 50&10&2%
North's 10%
Upson's Patent 40%
Zimmerman's ..... 50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ℔ gr $9.00
Zimmerman's ..... 50@50&10%

Blocks, Tackle

Eddy's ..... 50&10@60%
Hartz' Steel ..... 50@50&5%
Iron Strapped, Japanned Sheaves ..... 70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Rope Strapped, Japanned Sheaves ..... 65&10%
L. V. Sheaves 40%
Lanes:
Junior, Self Sustaining 80%
Pat. Automatic 80%
Perfect Safety 80%
Stowell, Novelty Block 50%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c ..... 60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 55%
Wrought Barrel 80%
Wrought Barrel Bolts, Griffin's 75%
Wrought Metal (Ives') 45%
Wrought Square 70%
Wrt Shutter, St'nrd list ..... 70&10%
Wrought Spring, Sargent's ..... 70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller ..... 70&12 1-2%
Larger and longer ..... 60&21-2%
Phila. Eagle, $8.00 list May 24, '99 ..... 80%
Bolt ends, list Feb. 14, '95 ..... 65@65&5%
Bolt ends, with C and T nuts 60%
Machine, ¼x4 and smaller ..... 70&12%
Machine, larger and longer ..... 60&7 1-2%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99 ..... 75%
Bay State, fluted 75%
Eagle Phila 33⅓%
Norway, Phila 80%
Common 80%
Norway, Phila 80%
Portchester, Norway 80%
Phila 33⅓%

STOVE AND PLOW—

Plow ..... 65&10%
Stove 35%

MISCELLANEOUS—

Sink 33 1-3%

Bone Mills

Enterprise ..... 25@30%
Stearns 40%

Borers, Tap

Enterprise ..... 20@25%
Each $1.25, $1.75, $2.50
Nos 1 2 3
C. E. Jennings & Co.:
No. 6 ..... 30&10
No. 10 ..... 25&10%
Common ring ..... 20&10%
Ives ..... 25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat	$3.50,	$3.75
Ajax		40%
Phillips	$4.00 net	

Box Scrapers

Bradley's 30%
Stanley's Adjustable 45%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal" ..... 25&10%
Standard Metal Strap Co's.:
Reliance ..... 20&10%

Braces

Barbers' ..... 50&10&10@60&10%
Barbers' Ratchet ..... 60@60&10%
Common Ball American ..... 60@60&10%
C. E. Jennings & Co.:
No. 108@114 ..... 50&5&10%
No. 208 ½@214 ½ ..... 50&5&10%
Lancaster Mach. & Knife Works 50%
Gen. Spofford's 60%

Brackets

Griffin's Folding ..... 70&10%
Griffin's Pressed Steel ..... 75&10@75, 10&5%
Bradley's Pat., full cases ..... 80@80&10%
Bradley's, in broken cases ..... 75&10@80%
Baine's Adjustable 25%

Bright Wire Goods

Standard list:
Steel ..... 90&10%
Brass ..... 85&25%

Bull Rings

Humason, Beckley & Co's 80%
Rea's 2½ in. net, ℔ doz $1.50
Sargent's 80%

Butchers' Cleavers

New List, Feb. 1, 1906:
Foster Bros., flat heads 80%
Foster Bros., round heads 80%
Lancaster Mach. & Knife Works ..... 33⅓&40%
L. & I. J. White 80%
Plumb's 80%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star ..... 15@15&10%
C. E. Jennings & Co ..... 80&10%

Butter and Cheese Triers

Ordinary Black Handle 25%
Humason & Beckley's 40%

Butt and Rabbet Gauges

Stanley's ..... 25&10%

Butts

BRASS—

Wrought Brass, New list ..... 45@45&10%

CAST IRON—

Fast Joint, broad ..... 40&10@50%
Fast Joint, narrow ..... 40&10@50%
Loose Joint ..... 70&5@75%
Loose Joint, Japanned ..... 70&5@75%
Loose Joint, Jap. with Acorns ..... 70&5@75%
Loose Pin ..... 70&5@75%
Mayer's Hinges ..... 70@70&5%
Parliament Butts ..... 70@70&5%

WROUGHT STEEL—

	Discount.
Reversible and Broad	70&5%
Light reversible, Light Narrow	70&5%
Loose Joint, Narrow L'ht, Inside Blind, etc	70%
Back Flaps, Table Chest	65

Can Openers

American.....₱ gross, $1.75@$2.00
No. 5, iron handle.....₱ gross, $2.00
Sardine Scissors.....$1.75@$2.00
Sardine Scissors, forged steel..₱ doz., $3.00
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50
80%@80&10%

Cartridges

See Ammunition.

Casters

Bed.....65&10%
French or Philadelphia Iron wheel
70&10%
Plate.....60@60&5%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders

Humason, Beckley & Co's.....70%
Sargent's.....70&10%
Welton's.....70&10%

Chain

American Coil, Straight Link:

Inch	₱ 100 Lbs.
3-16	$9.15
¼	6.80
5-16	5.25
⅜	4.55
7-16	4.35
½	4.15
9-16	4.15
⅝	4.00
¾	3.90
⅞	3.90
1 to 1¼	3.95
1⅜ to 1½	3 95

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain.....

Chains

Galvanized Pump chain, ₱ lb.....4½@4¾c
Ger. coil, list July 24, '97...60&10&60&10&10%
Ger. Halter chain, list July 24, '97.60&10&10%
Jack chain, Iron.....60&10%
Jack chain, Brass.....50&10%
Oneida Wire Dog chains.....45@50&5%
Trace Wagon and Fancy Chains:
New list.....60@60&5%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....30%

COW TIES—

American.....45@50%
Niagara.....45&5&50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....45%
Sisal.....33⅓%

Chain Guards

Aluminum S. & N. Co.....50%

Carpet Stretchers

Bullard's.....33⅓%
Montross' "Excelsior" and Tack Hammer Combined, ₱ doz., $6.00.....20%
Cast iron, Steel points, ₱ doz.....80c
Sockets, ₱ doz.....$1.75

Carpet Sweepers

Sterling Carpet Sweepers:

Model			₱ Doz.	₱ Gro.
A,	Nickel	trimmings	25.00	
B,	Japd.	"	21.00	
"	Nickel	"	23.00	
C,	"	"	21.50	
D,	Japd.	"	19.50	

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.30	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise.....25%@30%
Goodell's Family, net ₱ doz.....$5.00
Rollman's, net., ₱ doz.....6.00

Chisels

SOCKET FRAMING & FIRMER—

Standard Makes.....75%
L. & I. J. White.....30@30&5%
C. E. Jennings & Co., No. 70.....25&10%
Jennings & Griffin Mfg. Co.....60%

TANGED & MISCELLANEOUS—

W. & S. Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels.....25%
Tanged Gouges.....25%
Tanged Firmers.....33⅓%
Tanged Gouges.....33⅓%
L. & I. J. White.....25&5%

COLD CHISELS—

Good quality, ₱ lb.....18&16c
Snell's best C. S.....40&5%
Cronk's.....50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—

Chicago Flexible Shaft Co's.:

	Each.
Lightning Belt Clipping Mach.	$15.00
New '98, Chicago	8.75
1902 Chicago	10.75
Twentieth Century	5.00

Coach Oil

Snow Flake.	
One-pint cans, ₱ doz.	$ 3.00
One-quart cans, ₱ doz.	4.80
One-gallon cans, ₱ doz.	15.00
Five-gallon cans, ₱ doz.	66.00

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks.....
55&10@60&10%

Coffee Mills

Box and Side.....50&10@60%
Enterprise Mfg. Co.....20@25%
Lane Bros. Co.....20%

Compasses, Dividers, &c

Athol Calipers and Dividers.....40%
Bemis & Call Co's.:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers...70@70&10%

Coopers' Tools

L. & I. J. White.....20@20&5
Sandusky Tool Co.....20@20&10%

Corkscrews

Detroit Cork Screw Co.....33⅓%
Humason & Beckley Mfg. Co.....50&10%
Samson, ₱ doz.....$10.00

Corn Hooks

	₱ Doz.
Kretzinger Cut-Easy	net $8.00

Corn Knives and Cutters

Bradley's.....net
Wadsworth's.....60%

Countersinks

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50%

Cow Ties

See Chains.

Crayons

Sargent's List.....20%

Dixon's:	₱ Gro.
Eclipse.....7 in., $3.75; 9 in.,	$4.25
Emerald	5.00
Oriole	5.01
Rainbow	3.12
Solid	7.50
Tailor, black, $5.25; red and blue	9.00
Zelnicker's Lumber.	₱ gro.
White and Purple. Indelible	$7.50
Blue, Red. Green, Yellow and Terra Cotta, $6.50; Black	$4.00
Giant Lumber, 5¼ in. x 15-16 in. round, all colors, $16.25; Indelibles	$17.75
Genu ne Soapstone. Metal Workers', 5 in. x ¼ in. Round, $3.50; 5 in. x ¼ in. Square, $1.75; 5 x ⅜ x 3-16, $2.50; 5 x 1¼ x 3-16.	$3.00

Curry Combs

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co's.....25&10%

Cutlery

Foster's Pocket.....30%
Carriers' Pocket.....40%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hd'wre Co., new list.....50@50&10%

Door Checks

Bardsley's.....40%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10%
Pullman's Screen, ₱ doz. net.....$4.50

Door Holders

Empire.....50%
Superior.....33⅓%

Door Springs

Columbian Steel.....20%
" Faultless.....50%
Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....25%
Pullman Coil.....25%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 30 in., ₱ doz. net $1.10@$1.25
" 48 in., " " " 3.50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners

Iwan's Adjustable.....55%
Iwan's Stationary.....40&5%

Drawing Knives

Standard Makes.....70&10@75%
Adjustable Handle.....25@25&10%
Jennings & Griffin.....70&10%
Watrous.....16⅔%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's
50&10%
Blacksmiths'.....60%
Breast, Miller's Falls, each $3.00.....15&10%
Hand, Goodell's.....50&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00.....33⅓%

TWIST DRILLS—

See Augers and Bits.

Drive Punches

Bemis & Call's:
Hand forged, round.....50%
Hand forged, oval.....50%

Egg Beaters

Holt-Lyon Co.:	₱ Doz.	₱ Gro.
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz.	$3.60	1.15
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.80
No. 2, Tinned, hotel size	2.00	24.00

Emery Wheel Dressers.

Sterling.....35%

Escutcheons

Wood.....25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Woostenholm's	3.25

Faucets

Iron Petroleum.....70@70&10

SELF MEASURING—

Enterprise ₱ doz. $36.00.....40&10%
Lane's.....$40.10&2%

Files

DOMESTIC—

New list, Nov. 1, 1899:
American.....75&10@75&10&10%
Arcade.....75&10@75&10&10%
J. Barton Smith.....75&10@75&10&10%
Delta.....70%
Disston's.....75%
Disston's Superfine.....60%
Eagle.....75&10@75&10&10%
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan.....75&10@75&10&10%
Nicholson.....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal.....30@30&10%

IMPORTED—

Stub's.....Stub's list, 33⅓%

Filters

Acorn.....50%
Fulper's Natural Stone.....$3.50@$13.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

Bishop's.	₱ Doz
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Freezers, Ice Cream

"Alaska":

Qts.	1	2	3	4	6
Net	$1.15	$1.35	$1.60	$1.95	$2.60

"Arctic":

Qts.	1	2	3	4	6	8
Net	$1.10	1.30	1.50	1.80	2.30	2.95
	10	12	15	20	25	
	3.80	4.50	5.20	—	—	

"North Star:"

Net	$1.25	$1.45	$1.75	$2.25

"White Mountain":

Qts.	1	2	3	4	6	8
Net	$1 25	1.60	1.90	2.20	2.80	3.60
	10	12	15	20	25	
	4.65	5.35	7.00	9.00	11.60	

Fruit, Wine & Jelly Presses

Enterprise.....20@25%

Fry Pans

Standard list.....75&10@80%

No.	1	2	3	4
₱ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₱ doz.	$6.00	$7.00	$8.00	$9.00

Kitchen Specialty Co.: Net ₱ Gro.

Size A A	$3.10
" A	5.70
" B	9.30
" C	9.30

Gauges

Bemis & Call's Steel.....50%
Disston's Mortise.....67½%
Marking Mortise, etc.....50&50&10%
Stanley's.....35%
Starrett's Surface, Center and Scratch.
25&10%
Wire, Morses.....25%
Wire, P. S. & W., low list.....30%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40%

Glue Pots

See Hollow Ware.

Graphite, Lubricating

Dixon's Pure Flake:

632— 1 lb. cans	20c. ea
633— 5 lb. screw top tin cans	85c. ea
634— 10 lb. screw top tin cans	$1.60 ea
644— 25 lb. boxes	15c. lb
645— 50 lb. boxes	14½c. lb
646—100 lb. kegs	14c. lb
647—350 lb. barrels	13c. lb

Grindstone Fixtures

Cronk's.....50%
P. S. & W.....30@30&10%
Stowells Extra Heavy.....40&10%
Stowells Light.....50%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$3.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—

Henry Cheney Hammer Co.:
Adze Eye.....40 10&10%
Blacksmiths' Hand.....50&10%
Machinists'.....60&10%
Tinners' Hand.....50&10%
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75.....50%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....40&2½%
Engineers and B. S. Hand.....50&12½%
Quaker City Hammers.....40&10%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS & SLEDGES—

Under 3 lb 50c lb.....30&5%
3 to 5 lb 40c lb.....30&5%
Over 5 lb 30c lb.....30&10&5%
Wilkinson's Smiths.....9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Handles

WOOD—

Auger, assorted, ₱ gro.....$1.32
Auger, large, ₱ gro.....3.25
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 3½.....40%
Axe, Pick, etc.....60&5%@40&10%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron.....25@33⅓
Brad Awl, ₱ gro.....$1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1 40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. $2.25 $2.

Hammer, Hatchet ..... 60&10%
Hoe, Rake and Fork ..... 45@50
Rollis Hdw. Co. Hafts, $9.00 ..... 40&10
"Simplicity" File Hdls, ₱ gro ..... $ .20&1.50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D Handle 40%
Shovel & Spade, Long H'ndles. 40&5@40&10%

CROSS-CUT SAW HANDLES—

Atkins 40%
Champion ..... 45@45&10%
Disston's 50%

Hangers, Barn Door

Old Pattern ..... 60&10
New England ..... 66⅔@70
Chicago Spring Butt Co.:
Fraction 25%
Oscillating 25%
Big Twin 25%
Lane's:
Covered ..... 60&2%
Hinge Pattern, net ..... $3.08 ₱ doz.
Standard ..... 60&5%
Special, No. 25 ..... $3.50
" " 30 ..... 3.90
" " 40 ..... 5.00
" " 20 ..... 6.25
Track for same, ₱ 100 ft. net 3.75
Cronk's:
Nos. 1, 1½, 2 and 3 ..... 60&5%
Nos. 11, 12 ..... 70&10%
No. 50, net $3.60
No. 44, net 4.00
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr. 60&10%
Myers' Stay-on ..... 60&5%
Wilcox's New Century ..... 50&10&10%

Hangers, Garment

Pullman's ..... ₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard ..... net $3.25
Ball Bearing ..... " 4.15
No. 105 ..... " 2.85
New Model ..... " 2.85
New Champion ..... " 2.25

Hardware Shelving

OAK CABINETS—

J. D. Warren Mfg. Co.:
No. B 488, 40 drawers, no partitions, run. ft., $3.60; net each $30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.88; net each 36.47
No. 1668, 84 drawers, no partitions, run. ft., $6.52; net each 54.28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each ... 22.92

NAIL BIN BASES—

No. 1782, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each 30.68

Hasps and Staples

Cronk's 50%
McKinney's "Perfect", $1.10 ₱ doz 50%
Wrought ..... 87 1-2@87 1-2&10%
Wrought, Stanley 80%
Wrought, Griffin 80

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track .. $7.00
Myers Unloader, wood track 7.00
Comb. Car, Double steel T 7.00
Comb. Car, wood track 7.00
Rev. Car, Double steel track 7.00
Rev. Car, wood track 7.00
Myers Unloader, cable 7.00
Myers Unloader, single rail 7.00
Sure Grip Sling Car, steel or wood track 13.00
Dbl. Rail steel track, complete, ₱ ft. ..... —
Single Rail steel track, complete, ₱ ft .20
D. H. Fork steel, regular, each 1.60
Nellis Fork, each 3.00
Double Grapple Fork, each 7.00
Sprouts, Shear Fork, each 1.50
Walker Fork, each 2.50
Common 6 in. wood sheave pulley, Fig. 488, ₱ doz 3.20
Faultless steel frame K. P. pulley, Fig. 485, ₱ doz 4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz 3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz 4.80
Reed Wood Frame pulley with hook, Fig. 484, ₱ doz 4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz 3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz 4.50
Hanging Hooks for double steel track, ₱ doz 1.40
Hanging Hooks for single steel track, ₱ doz 1.40
Hanging Hooks for wood track, 10 in., ₱ doz 1.00
16 in., ₱ doz 1.80
Floor Hooks, ⅝ in., ₱ doz 1.40
Malleable Rafter brackets, ₱ doz .... .70
Wrought Rafter brackets, ₱ doz ..... .70
Rope Hitch, ₱ doz 3.20

Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point .. 40&10%
Iwan's Hay, sickle edge, ₱ doz., net ... $9.50
Iwan's Hay, imp. serrated, ₱ doz., net. 10.00
Kohler's Hay, sickle edge, ₱ doz., net. 9.50
Auburn Straw ..... 40&10%
Weymouth, pat., ₱ doz., net $6.00
Wadsworth's ..... 40&10%

Hedge Trimmers

Wadsworth's:
No. 1 ..... 10%
No. 2 ..... 10%

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap { 6 to 12 in., ₱ lb ..... 3½c; 14 to 20 in., ₱ lb ..... 3½c; 22 to 36 in., ₱ lb ..... 3½c }

STRAP AND T HINGES—

(New Prices)

List December 20, 1904:
Light Strap Hinges 60%
Heavy Strap Hinges 65%
Light T Hinges 55%
Heavy T Hinges 45%
Extra Heavy T Hinges 60%
Hinge Hasps 40%
Corrugated Heavy Strap 65%
Corrugated Ex. Heavy T 60
} Extra, 10&10%

SPRING HINGES—

Bommer Brothers:
Bommer Spring Hinges 40%
Bommer B. B. Floor Hinges 40%
Bardsley's Patent Checking 33⅓%
Chicago Spring Butt Co.:
Chicago Spring Butts 25%
Triple End Spring Butts 50%
Chicago Ball Bearing Floor Hinge 50%
Garden City Fire Engine House Hinge. 25%
Chicago Saloon Door Hinge 25%
Columbian:
Steel Hinges ..... 60&10%
Floor Hinges ..... 65&10%
American 30%
Gem 30%
Oxford 30%
Acme, Steel 30%
" Brass 25%
Niles Mfg. Co ..... 80&5%
Superior:
Floor Hinges 33%

GATE HINGES—

Clark's, Nos. 1, 2, 3 ..... 60&10%
N. E., ₱ doz., $7.80 ..... 60%
N. E., Reversible, ₱ doz., $5.50 ..... 60%
N. Y. State, ₱ doz., $4.90 ..... 60%
Western, ₱ doz., $4.20 ..... 60%

BLIND HINGES—

Parker ..... 70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 18 ..... 75%
W. H. Co's., No. 2 Mortise Gravity 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.30 ₱ doz. sets ..... 80&10%

Hitching Cords

Covert Mfg. Co 45%
Hitchers Stall ..... 80&2%

Hollow Ware

ENAMELED—

Agate Nickel Steel Ware 60%
"Never Break" Steel:
Spiders, Griddles, &c ..... 65&10%
Maslin Kettles, &c 60%
" " Porcelained 50%

STOVE HOLLOW WARE—

Blacklock:
Ground ..... 50@50&10%
Plain or Unground ..... 60@60&5%
Country Ware ₱ 100 lbs. net $3.00
Enameled Ware ..... 45&10@50%

WHITE ENAMELED WARE—

Maslin Kettles ..... 65@65&10%
Tinned Boilers and Saucepans ..... 35&10%
Enameled ..... 45&10%

GLUE POTS—

Tinned ..... 30&10%
Enameled ..... 35&10%

Hooks

BUSH—

Jennings & Griffin's ..... 33⅓&5%
Wadsworths ..... 55&10%

CAST IRON—

Ceiling, Sargent's list ..... 50&10@60%
Chandelier ..... 60@60&10%
Clothes Line, Sargent's list ..... 50&10&10%
Coat and Hat, Sargent's list ..... 50&10@60%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp ..... 60@60&10%
Picture ..... 50&10%
Screw Hat ..... 60&10@70%
Wardrobe ..... 69&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 40%

WIRE—

Atlas, new list, single cases 80%
Atlas, Metal Clasp ..... 75@75&10%
Wire Coat and Hat, Acme ..... 60&10%
Wire Coat and Hat, Gem ..... 70&10@75%
Wire Ceiling, Gem ..... 70&10@75%

MISCELLANEOUS—

Belt 80
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks ..... 35&5
Grass, Wadsworth's 60
Cronk's, Grass, ₱ doz $2.75
Hooks and Eyes, Brass ..... 60&10%
Hooks and Eyes, Mal. Iron ..... 70&10%
Cotton, box and hay ..... 60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C.	25c	25c	22c	21c	21c	40&t&.
American, all sizes, net						9½c
Nos.	6	7	8	9	10	
Anchor and New Haven	12c. net for all sizes 5 to 10.					
Nos.	6	7	8	9	10	
Aunable	28c	26c	25c	24c	23c	50&10,
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10@50%
Livingston						10%
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	26c	21c	20c	19c	18c	25&10%

Horse, Mule, &c., Shoes

F. O. B. Pittsburgh:
Iron, per keg $4.10
Steel, " 3.85
Burden's all sizes 3.90

Horse Ties

Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Sisal 45%
Jute 45%

Hose, Rubber

Boston Belting Co.:
"Boston" 50%
Niagara 60%
N. J. Car Spring & Rubber Co.:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%
Standard ..... 70&10%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross ..... $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, ... No. 35, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain ..... 20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50 ..... 20%
Butcher Knives 25%
Shoe Knives 25%
Cronk's Chopping, net ₱ doz $1.50
Foster Bros., butcher, &c 30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw

Wadsworth ..... 40&10%

Knife Sharpeners

Pike's:
Nat. Grit Carving Knife Hones ₱ doz $3.00
Solid Stone Carving Knife Hones ₱ doz $2.25
Quick Edge Pocket Knife Hones ₱ doz $2.50
Mounted Kitchen Sandstone ₱ doz $1.50
} 40%

Knobs

Bardsley's wood, door, shutter and base ..... 10@15%
Base, rubber tip, 2½ in bead, ₱ gro ..... $1.15@$1.25
Door Mineral ..... 65@70c
Door Por. Jap'd ..... 70@75
Door Por. Nickel ..... $2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D ..... 40&10%

Latches

₱ Doz.
Cronk's barn door, net $2.00
Lane's Barn Door ..... 40&10%

Lawn Mowers

Genuine Philadelphia Hand Mowers:
Style A (all steel) 10 in. wheel ..... 60&10%
Style E, Rear cut, 10 in. wheel ..... 70&10%
Styles K, C, M, S, T ..... 70&10%
Drexels and Gold Coins 40%
Deweys 30%
"All Day" and "New" Mowers net prices
Genuine Philadelphia Horse and Pony Mowers:
26 in Wrought frame Philadelphia 30%
30 and 35 in. Phila. D. P. & S. & S 40%
Eagle 30, 35 & 40 in S. & S 30%
IXL, 30, 35 & 40 in. S. & S 50%
25 & 30 in. 2 man or pony 50%

Lawn Sprinklers

Enterprise ..... 25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$20.00	30%

Kohler's:
Daisy, net, ₱ doz $7.50
Mystic 6.00
Rainmaker 4.80
Dew Drop 1.20

Leads

Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 45%
Sisal 33⅓%

Lemon Squeezers

Berger Bros., ₱ doz. 8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz $2.50
Little Giant ..... 50@50&5%
Porc. lined, Iron, ₱ doz $1.35
Porc. lined, Wood, ₱ doz $1.35
Wood, common, ₱ gro. .... No. 0, $5.25@$5.50; No. 1, $6.25@$6.50

Levels

C. E. Jennings & Co's.:
Hexagon ..... 25&10%
Iron Bench, new design ..... 25&10%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet ..... 40&10%
Cotton Trot 20%
Samson Cot., Nos. 4, $2.20; 4½, $2.75 .... 20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50 ..... 20%
Wire Clothes:

	18	19	20
100 feet	$2.25	$2.00	$1.75
75 feet	1.80	1 85	1.10

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co 40%
R. & E. Mfg. Co 10%
Reading Hardware Co 40%
Sargent & Co 40

CABINET—

Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00 .. 40%
Ames Sword Co ..... 40@45%
Champion 40%
Corbinet Cabinet Lock Co.'s ..... net
Eagle 40%
Smith & Egge bicycle 50%
Wrought steel and brass ..... 75&10%
Yale Lock Co ..... net

TRUNK—

Corbin's 40%
Eagle 40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory ..... 45@5&50%
Lignumvitæ ..... 45@5&50%
Bliss:
Carpenters, Tinners, Box, Carvers ... 33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden, net ₱ doz ..... No. 2, $3.60
" " " " ..... No. 3, $6.40
Regular Goods ..... 70&5@70&10%

Meat and Food Cutters

American 30%
Nos. ..... 1 2 3 4 B 5
Each $5 $7 $10 $25 $50 $80
Dixon's, ₱ doz ..... 30&10@40&10%
Nos. 1 2 3 4
Each $14 $17 $19 $30
Enterprise ..... 25@25&7½%
Nos. 5 10 12 20 22 32
Each $2 $3 $2.75 $9 $4.50 $6
Little Giant ..... 40@50%
Nos. 305 310 312 320 322
Each $35 $48 $44 $72 $68
Woodruff's, ₱ doz ..... 30@30&5%
Nos. 100 150
Each $15 $18
Beef Shavers (Enterprise) ..... 25@30%

Meat Juice Extractors

Enterprise ..... 25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	20c
Kosmic	18c
Magnolia, Anti-Friction	25c
Mystic	16c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00 ..... 40%
Sargent's ..... 60 60&10%

Mitre Boxes

C. E. Jennings & Co	30%
Seavey's, ₱ doz., $30	40%
Stanley Rule and Level Co.:	
Nos. 240 to 460	30%
Nos. 50 and 60	33⅓

Mop Wringers

	₱ Doz.
No. 1 Reliance	$12.00
No. 2 Reliance	16.00

Motors

COFFEE MILL—

Specialty Novelty Co., each	$5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899 ..... 87½@87½&2½%

PICTURE—

Niles' Patent	40%
Porcelain head, combination list	60&10%
Porcelain head, Sargent's list	60%

Nail Nippers

"Gem," ¼ gross lots, ₱ gross	$21.00
" less quantity, ₱ dozen	2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net	$7.50
Black Hawk, ₱ dozen	9.00
Cyclops	40&10%@50%
Cronk's, ₱ dozen, net	$12.00
Eureka, No. 74, ₱ doz., net	$8.50
Eureka, No. 75, ₱ doz., net	$9.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00	30&5%
Lightning, ₱ doz., $18.00	20%
Morrills No. 1, list $20.00	50%
National, ₱ doz., $24.00	10%
Pelican, ₱ doz., $ 9.00	40@40&10%
Kollis Hardware Co., No. 1, $18.00	50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	.55
Corrugated	.65
Knurled	60@70%

Nippers

Acme	50%
Nettleton Mfg. Co.:	
Reversible Cutting	40%
Smith's cutting	50%
Todd's cutting	50%

Nut Crackers

	₱ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $8.00	20%

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, blank	$4.80
Hexagon, blank	5.10
Square, blank, C. T. & R	5.10
Hexagon, blank, C. T. & R	5.70

Hot Pressed:

Mfrs. U. S. or Nar. Guage	Standard
Square, blank	5.00
Hexagon, blank	5.40
Square, tapped	4.70
Hexagon, tapped	5.10

Oils

Linseed, city, boiled, in barrels	See "Review of Markets"
Linseed, city, raw, in barrels	
Out of town on spot	
Calcutta, raw, in barrels	
Lard, prime city, ₱ gal	75@76c
Lard, Extra, No. 1	56@57c
Lard, No. 2	49@52c

Oilers

Brass and copper	50&10
Tin or steel	65@10&70%
Cushman & Denison's:	₱ Doz
Gem	$ .50
Leader	.80
Perfect oilers	1.50
Star pocket oilers	75
"Paragon," brass	50&10%
"Paragon," zinc	65&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust	70@70&10%
Zinc and tin	65@65&10%
American Tube & Stamping Co.:	
Spring bottom cans	70@70&10%
Railroad oilers, etc	60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':	
Hindostan, large axe	8c ₱ lb
" small "	10c " "
Queer Creek Axe	16c " " 40%

OIL STONES—

Pikes':	
Lily White Washita	60c ₱ lb
Rosy Red "	60c " "
Extra "	50c " "
No. 1 "	40c " "
No. 2 "	25c " "
Lily White " round edge slips	90c " "
No. 1 Washita, round edge slips	70c " "
Washita Pen Knife pieces	70c " "
No. 1 Hard Arkansas stone 3 to 5½ in. long	$2.80 " "
No. 1 Hard Arkansas stone 5½ to 8 in. long	$3.50 " "
No. 1 Soft Arkansas stone 5½ to 8 in. long	$1.50 " "
No. 1 Soft Arkansas stone 5½ to 8 in. long	$1.70 " "
Soft Arkansas, round edge slips	$2.50 " "
Hard Arkansas, round edge slips	$4.00 " "
Hard Arkansas Pocket Knife pieces	$4.00 " " 33⅓
Pikes':	
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes	40%
India Oilstones, all grades and sizes	33⅓
Queer Creek Oilstones	20c ₱ lb
Chocolate Oilstones	50c " "
Regular Hindostan	8c " "
Small Hindostan	10c " " 40%
Pike's Selling Assortments:	
Assortment No. 1	$20.00 net
" " 2	12.00 "
" " 3	15.00 "

Packing, Steam

RUBBER—

Boston Belting Co.:	
Phoenix, net ₱ lb	50c
Plumbago	50%
Pure Packing, "Excelsior"	50%
Extra	60%

MISCELLANEOUS—

	₱ Lb
American Packing	8@10c
Cotton Packing	16@25c
Italian Packing	9½@12c
Jute	4½@5c
Russian Packing	8½@11c

Padlocks

See Locks.

Parers

APPLE—

	₱ doz	
Advance	₱ doz	$ 4.00
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	" "	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	3.25
Reading, 78	" "	6.25
Rocking Table	" "	6.20
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO—

	₱ Doz
Saratoga	$7.00
White Mountain	6.00

Pencils

	₱ Gro
Dixon's:	
Carpenter's	$2.17 @8.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.37
Colored lumber	9.00
Black artists	9.37
Colored	4.38@7.50
Assortment boxes	1.31@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 28, 1899	70&5@70&10%

Pipe Hangers, Conductor

Iwan's, Perfection wire	50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.)	35&2½
Bench, first quality	30@30&10
Bench, second quality	40@40&10%
C. E. Jennings & Co	50&10%
Molding	25 25&10%

IRON PLANES—

C. E. Jennings & Co., iron	50&10%
Sargent's	60@60&10%
Standard Tool Co	50@60&5%
Stanley Rule & Level Co.:	
Bailey's	35%
Miscellaneous	30&5%

PLANE IRONS—

Buck Bros	30%
C. E. Jennings & Co	16⅔&10%
Stanley R. & L. Co	35%
L. & I. J. White	20&5@25%

Pliers and Nippers

Acme Nippers	50&5
Button	75@75&10%
Cronk & Carrier Mfg. Co.:	
American Button	75&10@80%
Cronk's	60%
Stub's Pattern	45%
Combination and others	33⅓
Heller's Farriers' Nippers, Pincers and Tools	40&10@40&10&5%
The Nettleton Mfg. Co. Reversible Cutting Nippers	40%
P., S. & W. Tinners Cutting Nippers	40%
Utica Drop Forge & Tool Co.:	
Pliers and Nippers, all kinds	40%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co	33⅓

Plumbs and Levels

Davis':	
Inclinometers	30%
Iron Levels	25&10%
Disston's Plumbs and Levels	60&10%
Disston's Pocket Levels	60&10%
C. E. Jennings & Co.'s Iron	33⅓
C. E. Jennings & Co.'s Iron, Adjustable	40&7½%
Stanley R. & L. Co	40%
Stanley's Duplex	35%
Woods' Extension	33⅓

Poachers

See Egg Poachers.

Police Goods

Tower & Lyon	25%

Polish Metal

Prestoliné Liquid, new list	40%
Prestoline Paste	40%
George William Hoffman U. S. Metal Polish Paste, 3 oz boxes, ₱ doz	$ .50
₱ gross	4.50
¼ pound boxes, ₱ dozen	1.25
1 pound boxes, ₱ dozen	2.25
U. S. Liquid, 8 oz cans, ₱ dozen	1.25
₱ gross	12.00
Barkeeper's Friend Metal Polish ₱ dozen	1.75
₱ gross	18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans, ₱ lb	10c
Black Eagle, liquid, 10 oz. cans, ₱ doz	75c
Black Jack paste, ¼ lb cans, ₱ gross	9.00
Black Kid paste, 5 lb can, each	65c
Ladd's Black Beauty, ₱ gross, $10.00	50%
Joseph Dixon's, ₱ gross, $5.75	10%
Dixon's Plumbago, ₱ lb	8c
Fireside, ₱ gross	2.50
Gem, ₱ gross, $4.50	10%
Japanese, ₱ gross	3.50
Jet black, per gross	3.50
Peerless Iron enamel, 10 oz. cans ₱ doz	1.50
Wynn's:	
Black silk, 5 lb. pail, each	70c
Black silk, ¼ lb. box, ₱ doz	1.00
Black silk, 5 oz box, ₱ doz	75c
Black silk, ¼ pint liquid, ₱ doz	1.00

Poppers, Corn

Square.	₱ Doz	₱ Gro
1 qt		$ 8.00
1½ qt		10.00
2 qt		12.00

Post Hole Diggers

Avery's "Nev'rbreak" ₱ doz. $24.00	60%
Disston's Samson Digger, ₱ doz. $34	25%
Kohler's:	
Little Giant ₱ doz., net	$12.00
Hercules " "	10.00
Invincible " "	9.00
Pioneer " "	7.20
Universal " "	14.00
New Champion " "	5.00
Rival " "	8.00
Ryan's, ₱ doz., $20.00	25%
Iwan's:	₱ Doz
Split handle net	$7.25
Perfection "	8.25
Rockford Tack & Nail Co.:	
Rockford brand ₱ doz., "	6.50
Atlas pattern " " "	7.50

Post Hole Augers

Iwan's Patent improved	40&5%
Vaughan's, 4 to 9 in " "	6.00

Potato Hooks, Etc

Hoe Down Hooks	75&10&2%
Hop Hooks	60&10&2½%
Potato Hooks	70

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles	33⅓
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00	25%
Disston's Pruning Hook, ₱ doz., $12.00	25
Smith's:	
Pruning Shears	60&10%
Rockdale Pruners	33⅓
Standard Tree Pruners	75%
E. S. Lee & Co's. Pruning Tools	40%
P. S. & W. Co's. Shears	33⅓
Waters' Tree Pruners	75&10%
Wilkinson's Shear & Cutting Co.:	
Hedge	60&10%
Lawn and border	60@10%

Pulleys

Awning	60&60&10%
Axle	50&10@60%
Brass screw	40&10%
Ceiling	50@10&60%
Clothes line, Japanned	60
Common Sense	60%
Dumb Waiter	60@60&10%
Empire Sash Pulley	60%
Fox, all steel	50%
"Grand Rapids," all steel	50%
Hay Fork, swivel eye, ₱ doz., 4 in., $2.75; 6 in., $5.00	55%
Hay Fork, Hartz, 4½ in., ₱ doz., $6.00	50@10%
Hay Fork, 5 in., solid, $5.70	50%
Hot House	50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00	40%
Side, Anti-Friction	60%
Shade rack	45%
Upright	50&10@50&10&10%

Pumps

Cistern, best grades	60%
Pitcher Spout, best grades	75&5@75&10%
Power Pumps, Myers'	50%
Spray Pumps, Myers	50&10%
Spray Pumps, Kohler's:	
Daisy, net ₱ doz	$ 7.50
Mechanical, net ₱ doz	7.50
F. E. Myers & Bro., low list:	
No. 1, Fig. 328, 3 in. Shallow Well Pump	13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump	15.00
No. 5, Fig. 307, 3 in. Deep Well Pump	15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump	17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump	15.00
No. 32, Fig. 528, 3 in. Deep Well Pump	17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump	14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump	17.00
No. 70, Fig. 338, 2½ in. Deep Well Pump	15.00
No. 72, Fig. 333, 3 in. Deep Well Pump	15.00
No. 102, Fig. 448, 3 in. Lift Pump	9.00
No. 108, Fig. 448, 3½ in. Lift Pump	11.00
No. 128, Fig. 510, 3 in. Lift Pump	7.00
No. 131, Fig. 510, 3½ in. Lift Pump	8.50
No. 225, Fig. 389, Windmill Pump	12.50
No. 235, Fig. 406, Windmill Pump	16.00
No. 240, Fig. 406, Regulator Pump	28.00
No. 302, Fig. 477, Spray Pump, complete	11.50
No. 330, Fig. 547, Knapsack Spray Pump	10.00
Discount 50% f. o. b. Ashland.	
No. 268, Fig. 513, Low Down Tank Force Pump, net	5.00
No. 320, Fig. 492, Bucket Spray Pump, net	2.00

Punches

Remis & Call Co's.:	
Cast Steel Drive	50%
Morrill's	50%
Niagara Hollow	40%
Niagara Solid	55&10%
Saddlers' or Drive, good	60@65&10%
Snells' Tinners'	40&5%

Rail

Barn Door, Light, Inches	½	⅝	¾
₱ 100 feet	$1.40	1.95	2.80

Barn Door, "None Better" No. 1, ₱ ft. 3½c
Barn Door, "None Better" No. 2, ₱ ft. 4c

B. D. for N. P. Hangers:	
Angular, ₱ ft., 6c	70%
Double Flange, ₱ ft., 8c	70%
Cronk's:	₱ Ft
O. N. T. style, No. 18	3c
Double braced, No. 10	3½c
Lane's:	
O. N. T. 1 in., ₱ 100 ft., net	$3.00
O. N. T. 1¼ in., net	3.50
O. N. T. 1½ in., net	4.00
Hinge Hanger, 1 in., ₱ 100 ft	3.50
" " 1¼ " " "	3.98
Stowell's Wrought steel	25%
Sliding Door, Bronzed Wrought Iron, ₱ ft	6½c
Sliding Door, Steel, Brass Plated, ₱ ft.	5½c
Sliding Door, Wrought brass, 1¼ in ₱ lb.	35c
Victor Track Rail, 7c ₱ ft	60&10&2½%

Rakes, Etc

Cronk's:	
Malleable	70&10%
New Champion	$3.75, 4.00, 4.25 net
Victor	$3.00, 3.25, 3.50 net
Anti-Clog Lawn	$4.00 net
Never Break Garden	75&10%
Queen City Lawn	40%
Kohler's:	Net
Lawn Queen, 20	$2.15
" " 24	2.25
Jumbo Lawn, 36	5.40
Paragon (wood head)	2.50
Steel Garden, 10th	2.00
" " 12th	2.10
" " 14th	2.25
" " 16th	2.40

Rasps, Horse

Disston's	75%
New Nicholson Horse Rasp	70&10@75%
See also Files.	

Razors

Electric	List Net
Boracic	60%
Fox	40%
J. R. Torrey Razor Co	20%
Wostenholm & Butcher, $10.00 to $	10%

Razor Hones

Pike Mfg. Co.:
Belgian German and Swaty, all sizes...50%
Pike's Selling Assortments:
Assortment No. 1.....$18.00 net
" No. 2..... 10.00 net

Registers and Ventilators

HOT AIR—
New list, July 1, 1906:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated.....66⅔%
White Porcelain.....60%
Solid Brass and Bronze Metal.....40&10%

Revolving Chimney Tops

Iwans' Volcano.....55%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ℔ doz.....$3.00

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—
Belt with Burrs.....83½ & 5
Hose with Burrs.....83½ & 5
IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners.....70 & 10%
Miscellaneous.....70@10%

Rivet Sets

Regular list.....70%

Rollers, Stay

Cronk's: Nos.....	50	55	56	60	65
℔ Dozen....	.90c	.80c	.75c	.75c	.75c

Rope

	℔ Lb
Cotton Rope:	
Best ¼ in. and larger	16½@18c
Medium	15½@16½c
¼ in. and larger	——
Common	10½c
Jute Rope:	
No. 1 grade	8½@9c
No 2. grade	8@8½c
Manilla Pure:	
7-16 in. and larger	13½c
⅜ in.	14c
½ and 5-16	14½c
Sisal, Pure:	
7-16 in. and larger	9½c
⅜ in	9½c
½ and 5-16 in	10½c

Root Cutters

Lane's.....25%

Rules

Athol, Steel.....33⅓%
Boxwood.....60@60&10%
Ivory.....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood.....35&10%
" steel.....33⅓&10%
Lufkin's:
steel.....50&10%
Lumber.....60%
Miscellaneous, Stanley's.....60%

Sad Irons

DOVER ASBESTOS—
Polishing.....50%
Pressing.....50%
Laundry.....45%
Sleeve.....50%
Tourist.....50%
Toy.....50%
Blacklock:
Plain black in cases, ℔ 100 lbs.....$2.75
Bronze finished in cases, ℔ 100 lbs.... 3.15
Aluminum finish, in cases, ℔ 100 lbs. 2.95
Full nickel, in cases, ℔ 100 lbs..... 3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa. New List. 12½&7½%

Safety Fuse

See Fuse.

Safety Lifts

Burr Mfg. Co., steel.....70&10&10%

Sand and Emery Paper and Cloth

Baeder, Adamson & Co's. list:
Emery cloth.....50&10%
Garnet paper.....25%
Flint and emery paper.....50&10@60%

Sash Balances

Caldwell Mfg. Co.....50%
Pullman.....50&10@60%
Victor bronze.....75%
Victor steel.....70%

Sash Chain

Competition.....50&10%
Giant.....40%
Pullman bronze.....60%
Pullman cop steel.....60&10%
Royal metal.....60%

Sash Cord & Weight Fastener

Ives.....33⅓%
Titan (Tight-on).....33⅓%

Sash Cord

Cable Laid Italian, ℔ lb.....16@18c
Cable Laid Russia, ℔ lb.....15c
Common India, ℔ lb.....10@10½c
Patent Russia, ℔ lb.....14c
Patent India, ℔ lb.....12 1-2@13c
Silver Lake:
A Quality, drab, ℔ lb.....45c
A Quality, white, ℔ lb.....40c
B Quality, drab, ℔ lb.....40c
B Quality, white, ℔ lb.....35c

Sash Fasteners

Imperial.....33⅓%
Sash rollers.....70%
Champion.....50%
Ives casement fasteners.....40%
Ives Crescent, iron.....40&20%
Ives Crescent, bronze and brass....45&7½%
Monitor, steel.....25%
Shutter sheaves.....60%
Window screen sash lifts.....62%

Sash Locks

Champion meeting rail.....50%
Champion side.....60%
Ives' patent:
Bronze and Brass.....55&5%
Cast Iron.....60%
Crescent.....40&20%
Iron.....62½%
Window ventilating.....55%
Robinson pat. ventilating sash lock..33⅓%
Wrought bronze and brass.....55%
Wrought metal.....55%
Wrought steel.....55%
Paysons Signal.....80%
Pullman patent ventilating.....25%

Sash Weights

Ton lots at factory (Eastern).....$30.00

Sausage Stuffers or Fillers

Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....30%

Saws

Atkins:
Back saws.....40%
Band to 14 in. wide.....60%
Band ¼ to 3-16 in. wide.....50%
Butcher saws, Nos. 1, 2, 3, 5 and 7.....50%
Cabinet scrapers.....40%
Circular.....50%
Compass saws, Nos 2 and 3.....40%
Coping saws, Jones Nos. 1, 6 and 7...40%
" " " " 2 and 3..40&10%
Corn knives, Nos. 1, 3, 4 and 7, ℔ doz net.....$2.00
Cross Cut.....35%
Gang.....50%
Hack saws.....40%
Hand saws.....15%
Keyhole saws, No 6.....40%
Panel and rip.....40%
Pruning and Compass.....40%
Saw filers, Wilson, ℔ doz., net.....$12.00
Trowels.....35%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws.....30&10&10%
Disston's:
Circular, solid and inserted tooth.....50%
Band 3 in. to 16 in. wide.....60%
Band ¼ in. to 1⅝ in.....60%
Cross cuts.....45%
Narrow cross cuts.....50%
Mulay, mill and drag.....50%
Framed wood saws.....25%
Wood saw blades.....25%
Wood saw rods.....20%
Hand saws, Nos. 12, 99, 9, 16, D100, D35, 120, 76, 77, 8.....25%
Hand saws, Nos. 7, 107, 107½, 8, 1, 0, 00, combination.....30%
Compass, keyhole, pruning, dovetail, &c.....25%
Butcher saws and blades.....30%
C. E. Jennings & Co's.:
Butcher.....30&10%
Hand Panel, rip & other saws..20&2½&10%
Peace:
Cross cuts.....50%
Hand panel and rip.....30%
Richardson:
Circular and mill.....50%
X cuts.....50%
Hand saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines..10%
Sterling Saw Machines.....10%
Sterling hack and saw blades.....35%
Sterling hack saw frames.....25%
Disston's:
Concave blades.....25%
Keystone flex. back and mach. blades.35%
Hack saw frames.....30%
Griffin's:
Complete.....40&10%
Saw blades.....35&5&10%
Star, saws and blades.....15&10%

Saw Filer

Disston's D8 Clamp and Guide, $20.00
℔ doz.....30%

Saw Frames

C. E. Jennings & Co.....20%
Richardson's Wood.....net
Sterling.....25%

Saw Sets

Atkins,
Criterion saw sets, ℔ doz.....$6.00
Excelsior saw tools No. 1, ℔ doz.....4.80
Disston's Monarch, Nos. 1 & 10 & Star...30%
Hart's patent lever.....20%
Kohler's:
"Giant Royal," ℔ doz. net.....$7.50
"Royal," ℔ doz. net..... 4.50
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63.....50%
Cross cuts, Nos. 3 & 4, $20.63; 5, $30.00..50%
Richardson's.....25%
Seymour Smith & Son, hammer, ℔ doz..$4.75
Stillman's, ℔ doz..... 1.00
Taintor's Positive, $18.00 ℔ doz.....60%

Scales

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' triple scales.....50%
Family, Turnbull's.....50@50&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform, plain.....$1.80@$2.00
Striped.....$2.00@$2.20
Pelouze.....50%

Scale Beams

Chatillon's No. 1.....25%
Chatillon's No. 2.....25%

Scrapers, &c

Adj. Box scrapers (S. R. & L. Co.) $6.00...45%
Box, 1 handle, ℔ doz.....$2.00@$2.25
Box, 2 handle, ℔ doz.....$2.50@$2.60
Foot.....55&5@60&5%
Ship, Common, ℔ doz., net.....$2.40
Ship, R. I. Tool Co.....10%
SIDEWALK—
Kohler's steel No. 7, ℔ doz.....$2.00

Screw Drivers

Brace Screw drivers.....25&10&5%
Buck Bros.....30%
Screw Driver Bits.....45@50%
Champion.....40%
Disston's Flat Blade, electric, telegraph and cabinet makers.....70%
Electric spiral, No. 01, ℔ doz., net.....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet.....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 285.....40&10%
Jennings & Griffin.....66⅔%
Sargent & Co's.:
No. 1 forged blade.....50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw Driver bits (Snell's) ℔ doz.....60c
Stanley R. & L. Co's.:
No. 64, varnished handles.....60&10%
No. 66.....70&10%
Victor.....55%
Defiancio.....70%
Snell's No. 5.....75&5%
No. 10.....75&10&10%
Nos. 20 and 30.....60&10&10%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Belsley's patent.....33⅓%

Screws

WOOD SCREWS—
List July 23, 1903.
Drive screws, diamond point..... 87½&5%
Iron, bright flat head..... 87½&5%
Iron, bright round and oval head.... 85&5%
Brass, flat head..... 85&5%
Brass, round head..... 80&5%
Bronze, flat head..... 77½&5%
Bronze, round head..... 75&5%
Nickel Plated, iron flat head..... 77½&5%
Nickel Plated, iron round head..... 77½&5%
MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...50@50&10%
COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99.....75&5%
Hand Rail.....70&10&75%
Lag screws, list Oct. 1, 1890.....75&10%
Cone Point.....75&10%
BENCH, HAND, ETC—
Bench, iron, ℔ doz.....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech..... 25@25&5%
Hand, wood..... 25@25&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes

	℔ Doz
Cronk's	$8.00
Wadsworth's:	
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush	40%

Scythe Rifles

3-Coat, ℔ gro., $10.00	40%
4-Coat, ℔ gro., $12.00	

Scythe Stones

	℔ Gro
Pike's Selling Assortments:	
Assortment "A"	$4.75 net
" "B"	$3.75 net
No. 1, Indian Pond	$ 7.00
No. 2, " "	4.50
White Mountain	9.00
Black Diamond	12.00
Lamoille	11.00
Green Mountains	6.00
Leader Red End	4.50
Willoughby Lake	9.00
Extra Quinnebog	7.00
Pike's Corporation	18.00
" Quick Cut Emery	10.00
Lectro	12.00
Lightning	18.00

40%

Seeders

Raisin, Enterprise.....25@30%

Shears

Acme (cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutler / Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....10%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....60%
Pruners.....75%
Tinners' Snips.....10%

Shears, Hedge

Wm. Wilkinson & Sons.....50%

Sheep Shears

Wilkinson's:
1900 List.....30&10&5%

Sheaves

SLIDING DOOR—
Corbin's list.....60&10&2½
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White.....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15, 1902.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Snow Shovels

Long Handles.....$2.75@$3.00
Black D Handles.....$3.25@$3.50

Shutter Bars

Ives'.....45%

Shutter Bolts

See Bolts, Shutter.

Skate Sharpeners

Eureka.....℔ doz.. $1.75; ℔ gro., $18.00

Slaters' Tools

Plumb.....30%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder.....35%
Kraut cutters, 24x7, 26x8, 30x9.....35%
Kraut cutters, 36x12, 40x12.....35%
Tucker & Dorsey:
1 knife, ℔ gro.....$18.@$20.00
2 knives, ℔ gro.....$22.50@$30.00
Kraut cutters.....40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers

See Hammers.

Slicers

Vegetable, Enterprise.....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list.....40% 40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....60&10%
Covert Mfg Co.:
Covert Breast strap, bkle snaps.....40%
Yankee Breast strap, bkle snaps....30&2½
Breast strap protector.....45%
Double for hits or trace carrier.....45%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&2½
Rope snaps.....40%
Yankee snaps.....30& 5

Scythe Snaths

National Snath Co.....45 50%
Grain cradles.....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.)....50&10%
Razor Edge....35%
Iron, ₱ doz....50&10%
Miller's Falls....15&10%
Seymour Smith & Sons, iron....20%
Wm. Johnson's:
Wood, best....30%
Wood, second quality....33⅓

Spoons and Forks

SILVER PLATED FLAT WARE—
International Silver Co.:
"1847"....40&10%
"Anchor"....30%
"Eagle"....50&10%
"Star"....50&10%
Rogers, Smith & Co....50&10%
Rogers & Hamilton....40&10%
Holmes & Edwards....50&10&10%
German silver, unplated....60@60&5%

KNIVES AND FORKS, NO. 12—

	₱ Doz. Net
"1847"	$3.50
"Anchor"	3.25
"Eagle"	3.25
"Star"	3.25
Rogers, Smith & Co.	3.25
Rogers & Hamilton	3.25
Holmes & Edwards	2.75

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels, new list....67½%
Try square and T bevel....60&10&5@70%
Winterbottom's Try and Mitre:
Iron Handle....35%
Wood Handle....40%
Nickel-pl'ted, new list, Jan. 5, '00....70&7½@75%
Steel and iron....70&7½@75%

Staples

Barbed blind, ¼, ⅝, & ¾ in., ₱ lb....6@6½c
Poultry Netting....8½@8½c

FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net ₱ doz....$1.00
" " 55 " " " 80c
" " 58 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3....40%

Steels

Chatillon's "Dicks"....30%
Foster Bros....30%

Stocks and Dies

BICYCLE—
Holroyd & Co....40&10%

BLACKSMITH'S—
Butterfield's....35@40%
Gardner....33⅓&10%
Holroyd & Co....50@50&10%
Holroyd's R'd Adj. screw plates....50%
Reece's new screw plates....25%
Lightning screw plate....25%

PIPE MAKERS—
Holroyd & Co....80@80&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders

Lane's....10%
Myers' Noiseless....50%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Sweepers

See Carpet Sweepers.

Tackle Blocks

See Blocks.

Tacks, Finishing Nails, &c

New List, May 1, 1905.
American Carpet Tacks....90&30%
American Cut Tacks....90&30%
Swedes Cut Tacks....90&30%
Swedes Upholsterers'....90&40%
Gimp Tacks....90&40%
Lace Tacks....90&40%
Trimmers' Tacks....90&30%
Looking Glass Tacks....65%
Bill Posters' & Railroad Tacks....90&45%
Hungarian Nails....80&20@—%
Finishing Nails....70@—%
Trunk and Clout Nails....8 %
NOTE.—The above prices are for Standard Weights. An extra 5% is given on Medium Weights, and an extra 10&5% is given on light weights.

MISCELLANEOUS—
Double Point, in dozens....80&8tens

Tack Pullers

Columbia, No. 1, ₱ doz., net....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net....1.00

Tapes, Measuring

Eddy's:
American Asses' skin....40&10@50%
Leather Case....25@25&10%
Star steel....40@40&10%
Steel....30&5@35%
Chestermans....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin....40&10@50%
"Favorite" Duck & Leather....25&5@25&10%
Metallic steel, lower list....35@35&5%
Pocket....35@35&10%
Lufkin's steel and metallic....30@33⅓%

Tap Borers

See Borers, Tap.

Tap

American Screw Co.:
Machine screw....70%
Holroyd & Co's.:
Blacksmiths....60&10%
Machine screw....75&10@80%
Machinists's Hand:
1-16 to 1⅛ in. inc....65&10%
1⅛ to 2 in....50&10&5%
2⅛ to 3 in. inc....33⅓&10%
3⅛ to 4 in. inc....20%
Pipe, ⅛ to 1¼ in....30&20%
Pipe, 2 to 3 in....30&15%
Pipe, 3½ and 4 in....66⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara....20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Timber Scribes

Bemis & Call's....30%

Tobacco Cutters

National Specialty Co....40%
Enterprise Mfg. Co....25@30%

Toilet Clippers

See Clippers.

Trace Holders

Fernald's, ₱ doz. pairs....net $1.25

Trammel Points

C. E. Jennings & Co., "Eureka"....25%
Disston's....60&10%
Sargent's....40&10%
Stanley's....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net....$33.00
Payson's:
Balance, iron list....70&10&10%

Traps

FLY—

Balloon	₱ doz.	$1.25,	₱ gro.,	$12.00
Globe	" "	1.35,	" "	12.00
Harper	" "	1.40,	" "	13.50

GAME—
Enterprise Mole....15&10%
Hawley & Norton....65%
Newhouse....45@45&5%
Victor....70&10%

MOUSE AND RAT—
Hotchkiss:
Metallic Mouse....50%
Improved Rat....50%
New Rat....50%
Mouse, round wire, ₱ doz., $1.00....10%
Mouse, wood, choker, ₱ doz. holes....12c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ₱ doz....$18.25
No. 3, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 73. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap....$15.00
Yankee Mouse Trap.... 5.50
Yankee Rat Trap.... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro....$ 9.00
" 4, " " 24.00

Trowels, Mechanics

Brade's Brick....30%
Disston's:
Brick and Pointing....25%
Plastering....20%
"Standard Brand" and Garden....30%
C. E. Jennings & Co.:
Brick....30%
Plastering....25%
Pointing....30%
W. & McP. Plastering....25&5%
"Rose" Brick, Plast'ng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net....$4.80
" " Tinned, ₱ gross, net.... 6.00
Wood Hdl., ₱ gross, net.... 4.80
Disston's....30%
Avery's, net ₱ gro....$6.00

Vegetable Slicers

Enterprise Mfg. Co....35%

Ventilating Sash Locks

Ives Patent....55%
Robinsons Patent....33⅓%

Vises

Oval slide....50&10%
Solid box....50&10%
Columbian Hdw. Co.:
Nos. 110 and over....50&5%
Nos. 100 and under....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel....40%
Coachmakers'....40%
Armstrong's:
Combination....50%
Plain and Hinge....30%
Hammer's "Champion"....40&10
Holland's....40%
Howard's....40%
Little Giant Bench....35&2½%
Lowell Hand....33⅓%
Massey:
Perfect....15%
Clincher....35%
Wood-working....15%
Planer....15%
Comb. Pipe....15%
Millers' Falls:
Mechanics'....10%
Oval Slide....60&10%
Ball Clamp....45&10%
Hand....15&10%
Moore's....20%
Prentiss....20@25%
Sargent's....40%
Snedliker's....30@33⅓%
Stephen's....30@33⅓%
Trenton....40@40&5%
Wright's Pipe....40%

SAW FILERS
Bonney's No. 1 & 3....40%
Wentworth's....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks....30&3%
Mfg. Co's. steel....45%
Automobile....45%
Lane's steel....30&10%

Washer Cutters

Otis A. Smith's....20&10&10%

Water Motors

Rosenberg's, single, F. O. B. Balto....40%
" in Doz. Lots, Frt. Pd..40&10%

Wedges

	₱ Gro
Neverslip Anchor Wedges No. 0-01—3-x —4-x —4x Top 1¾"—1¾"—1⅜"—1¾"	$3.60
2-0—Adze Eye Hammer	1.80
8-0—Large Machinist Hammer	1.80
7-0—Medium " "	1.60
6-0—Small " "	1.60
2-x—Hatchet	1.80

Weights, Hitching

Covert Mfg. Co....40&3%

Well Wheels

Japanned, 8 to 14 in....ne

Weed Extractors

"Pastime," ₱ doz., net....$1.75

Window Cleaners

Barnes Mfg. Co....40%
Boeley's Peerless....60%
Boeley's X. L. C. R....70%
Clayton's....25&10%
Phœnix....60%

Window Stop Adjusters

Ives' new list....35%
Taplin's "Perfection"....35%

Wire Gauges

See Guages

Wire and Wire Goods

Brass wire....Net List
Bright Wire Goods:
New list June 24, 1903....30&25%
Cast steel wire....50%
Copper wire....10%
Annealed & Tin. on spools....70&10&10%
Brass and Cop. on spools....60@60&10%
Market Wire, Bright or Annealed:
Nos. 0 to 9....80%
Nos. 10 to 18....80&2½%
Nos. 19 to 26....80&7½%
Nos. 27 to 36....80&2½%
Galvanized:
Nos. 15 to 26....75%
Coppered:
Nos. 6 to 14....75&5%
Nos. 15 to 18....72½&10%
Tinned:
Nos. 6 to 14....75&10%
Nos. 15 to 18....75&7½%
Cast steel....50%
Picture wire, list of Oct. 2, 1900....85&10@85&10&10%
Stub's steel wire....$6.00 to£ 33⅓

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting....30@30&5%
Painted screen cloth, good quality, ₱ 100 sq. ft....$1.20

Wire Rope

Bright....45&2½%
Iron, galvanized....37½&2½%

Wire Rope Clips

Crosby....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz....$1.50

Wrenches

Agricultural....75@75&10%
Alligator....70&10%
Baxter's....70@70&10%
Machinists....50%
Solid handle....50&5%
Bemis & Call's:
Briggs pattern monkey....40%
Merrick " "....50%
Steel Handle "....50%
Patent Combination black....40&5%
Patent Combination bright....40%
Improved Adjustable, S nut....40%
" S pipe....40%
Boardman's....40%
Coes':
Genuine....40&10&5&5%
"Mechanics"....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer....70%
Eagle pipe....50&10%
Stillson pipe....60&5%
Acme....60@60&10%
Hercules....70%

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₱ gal....45c
Linseed, City, boiled, in bbls, " " 47c
Out of Town, on spot, ₱ gal....43c
Calcutta, raw, in barrels, ₱ gal....70c
Lard, prime city, ₱ gal....75@76c
Lard extra, No. 1....56@57c
Lard, No. 1....49@52c

Paints and Colors

Barytes, Foreign floated, ₱ ton....$18.50@20.00
Barytes, American floated, ₱ ton....$19.00
White Lead, American, dry, in bbls., ₱ lb....6¾c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net....7¾c
In lots of 500 lbs. and over, ₱ lb....7¼c
White Lead Eng., in oil, ₱ lb....9¾@10c
Zinc, American dry, ₱ lb....5¾@6½c

Putty, Commercial—₱ 100 lb

In bladders	$1.70 @1.85
In bbls or tubes	1.30 @1.45
In lb. to 5 lb cans	2.65 @2.95
In 12½ to 50 lb cans	1.50 @1.80

Spirits Turpentine

In regular bbls., per gallon....67@67½c
In machine bbls. " " ....67½@68c

Dry Colors

	₱ Lb
Blue, Chinese	32@33c
Blue, Prussian	29@30c
Blue, Ultramarine	14@15c
Sienna, Italian, burnt & powdered	3@6½c
Sienna, Italian, raw & powdered	3@6½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	3½@5c
Green, Paris, in kegs	37½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@6½c

Colors in Oil

Black, Lampblack	14@15c
Blue, Chinese	30@35c
Blue, Prussian	32@35c
Blue, Ultramarine	13@15c
Sienna, burnt	12@15c
Sienna, raw	12@15c
Umber, burnt	11@15c
Umber	11@15c

HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Abrasives
Pike Mfg. Co., Pike, N. H.
Tanite Co., Stroudsburg, Pa.

Adzes
Peek Edge Tool Co., Cohoes, N. Y,

Agricultural Implements
American Fork & Hoe Co., Cleveland, O

"Always Sharp" Calks
Always Sharp Calk Mfg. Co., Jersey City, N. J.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

"Atlantic" Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Augers and Auger Bits
C. E. Jennings & Co., New York

Automatic Shears and Scissors
Davies Automatic Shear Co., New York.

Automobiles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Axes
Peck Edge Tool Co., Cohoes, N. Y.

Axle Grease
Fraser Lubricator Co., New York.
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Bank Locks
The Yale & Towne Mfg. Co., New York.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
Geo. W. Pitkin, Benton Harbor. Mich.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells, Bicycle
Frank Mossberg Co., Attleboro, Mass.

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N.J.

Belt Fasteners
The Bristol Co., Waterbury, Conn.

Belt Hooks
The Bristol Co., Waterbury, Conn.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries
Cushman & Denison, New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Blind Hinges
Parker Wire Goods Co., Worcester, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Bolt and Screw Cases
American Bolt and Screw Case Co., Dayton, Ohio.

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York

Box Straps
Cary Mfg. Co., New York

Braces, Carpenters
C. E. Jennings & Co., New York

Brackets, Shelf
Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"
Atlantic Stamping Co., Rochester, N. Y.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.
The Yale & Towne Mfg. Co., New York

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Wilkinson Shear & Cutlery Co., Reading, Pa.

Butchers' Scales
John Chatillon & Sons, New York

Butts, Door
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinet Hardware
The Yale & Towne Mfg. Co., New York.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Calks
Always Sharp Calk Mfg. Co., Jersey City, N. J.

Can Openers
W. G. Browne Mfg. Co., Kingston, N.Y.
Ellis Mfg. Co., Millidale, Conn.
A. F. Meisselbach & Bro., Newark, N. J.

Car Movers
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Carpenters' Levels
Baker-McMillen Co., Akron, Ohio.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriage Trimmers' Clips
U. S. Clothes Pin Co., Montpelier, Vt.

Carriers, Hay
F. E. Myers & Bro., Ashland, O.

Casters
Faultless Caster Co., Nebraska City, Neb

Chains
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chain Blocks
The Yale & Towne Mfg. Co., New York.

Chains, Cow
Covert Mfg. Co., Troy, N. Y.
Oneida Community, Oneida, N.Y.

Chains, Halter
Oneida Community, Ltd., Oneida, N. Y.

Chains, Sash
Oneida Community, Oneida, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers
John Chatillon & Sons, New York

Clippers
Coates Clipper Mfg. Co., Worcester Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York

Clothes Pins
U. S. Clothes Pin Co., Montpelier, Vt.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coat, Hat and Ceiling Hooks
Parker Wire Goods Co., Worcester, Mass.

Coffee and Spice Mills
Enterprise Mfg. Co. of Pa., Phila, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Combination Pipe Fitter
Blumer-Doscher Mfg. Co., Brooklyn.

Combination Squares
A. W. Hight, Toledo, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown, Ohio.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Knives
Wilkinson Shear & Cutlery Co., Reading, Pa.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Countersinks
C. E. Jennings & Co., New York

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Creamery Tin Ware
Atlantic Stamping Co., Rochester, N. Y

Cross-Cut Saw Handles
Theo. J. Ely Mfg. Co., Girard, Pa.

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Cutlery
Davies Automatic Shear Co., New York
Trout Hardware Co., Chicago, Ill.

Cutlery Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
Belden Machine Co., New Haven, Conn
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers
Taylor & Boggis Foundry Co., Cleve., O.

Diamond Tools
The Tanite Co., Stroudsburg, Pa.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Check and Spring (Blount)
The Yale & Towne Mfg. Co., New York.

Door Checks and Spr ngs
Caldwell Mfg. Co., Rochester, N. Y.

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.

Door Pulls
Parker Wire Goods Co., Worcester, Mass.

Draught Springs
Beecher Draught Spring Co, New Haven, Conn.

Drawer Pulls
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
Keuffel & Esser Co., New York
L. S. Starrett Co., Athol, Mass.

Drawing Knives
C. E. Jennings & Co., New York

Drills, Bench
Chandler & Farquhar, Boston, Mass. (See Twist Drills)

Drills, Brick and Stone
Star Expansion Bolt Co., New York.

Drop Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
Peck Edge Tool Co., Cohoes, N. Y.

Egg Beaters
W. G. Browne Mfg. Co., Kingston, N.Y.
Holt-Lyon Co., Tarrytown, N. Y.

Electric Cooking and Heating Apparatus
Prometheus Electric Co., New York.

Electric Whistle
O'Brien Electrophone Co., Hallowell, Me.

Electrolytic Voltmeter
Weston Electrical Instrument Co., Newark, N. J.

Elevators
Eaton & Prince Co., Chigcao, Ill.
Kimball Bros. Co., Council Bluffs, Iowa.

Emery
Oriental Emery Co., New Haven, Conn
The Tanite Co., Stroudsburg, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Glue
The Tanite Co., Stroudsburg, Pa.

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y

Emery Wheels
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Emery Wheel Dressers
Diamond Saw & Stamping Works, Buffalo, N. Y.

Enameled Wiring Rings
Star Expansion Bolt Co., New York.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Expansion Bolts
Star Expansion Bolt Co., New York.

Fans (Ventilating, Ceiling)
The A. Rosenberg Co. Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.

Fences, Wire and Iron
Enterprise Foundry & Fence Co. Indianapolis, Ind.
Ohio Structural Iron Co., Sandusky, O.
Van Dorn Iron Works Co., Cleveland, O.

Files
G & H. Barnett Co., Philadelphia
Carver File Co., Philadelphia, Pa.
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa..

Fire Arms
Alfred Field & Co. New York
Marlin Fire Arms Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Escapes
Ohio Structural Iron Co., Sandusky, O.

Fishing Reels
A. F. Meisselbach & Bro., Newark, N. J

Fishing Tackle
Clark, Horrocks Co., Utica, N. Y.
E. J. Martin's Sons, Rockville, Conn.

"Fite Fire" (Fire Extinguisher)
Henry W. Landau, Newark, N. J.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
Enterprise Mfg. Co. of Pa., Philadelphia

Foot Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forging Drops
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forks
American Fork & Hoe Co., Cleveland, O.

Freezers (Ice Cream)
North Bros. Mfg. Co., Philadelphia, P a

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Fry-Pan Lids and Pot Covers
Kitchen Specialty Mfg. Co., Reading, Pa

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Wire
Fuller Bros. & Co., New York

Galvanized Ware
Atlantic Stamping Co., Rochester, N. Y

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Atlantic Stamping Co., Rochester, N. Y

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Cook'ng Ranges
Albany Foundry Co., Albany, N. Y.

Gas Heaters
Albany Foundry Co., Albany, N. Y.

Gas Industrial Appliances
Albany Foundry Co., Albany, N. Y.

Gas Machines and Mixers
C. M. Kemp Mfg. Co., Baltimore, Md.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gas Ranges
Albany Foundry Co., Albany, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt
Stanley Rule and Level Co., New York.

Gauges, Recording
The Bristol Co., Waterbury, Conn.

Gimlets
C. E. Jennings & Co., New York.

Glass Cutters
W. L. Barrett, Bristol, Conn.

Glue
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Gongs
Frank Mossberg Co., Attleboro, Mass.

Government Contracts
U. S. Government Advertiser, Washington, D. C.

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O.

Graphite
Jos. Dixon Crucible Co, Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Grass Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Grinding Machines
The Tanite Co., Stroudsburg, Pa.

Gummers, Saw
Henry Disston & Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Trout Hardware Co., Chicago, Ill.

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saw Frames
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Sterling)
Diamond Saw & Stamping Co., Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

Hammers
Henry Cheney Hammer Co., Little Falls, N. Y.
Stanley Rule & Level Co., New York

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand and Foot Power Grinders
Royal Mfg. Co., Lancaster, Pa.

Handles
Walter A. Zelnicker Supply Co, St. Louis, Mo.

Handles, Tool
Berger Bros. Co., Philadelphia

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Jobbers
Kelley-How-Thomson Co., Duluth, Minn.
Trout Hardware Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
Robert Murray, New York

Hardware Specialties
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
H. B. Ives Co., New Haven, Conn.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Parker Wire Goods Co., Worcester, Mass.
Taylor & Boggis Foundry Co., Cleveland, O.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Hatchets
Peck Edge Tool Co., Cohoes, N. Y.

Hasps and Staples
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.

Hay Racks
Ohio Structural Iron Co., Sandusky, O.

Hedge Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co. Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hitching Posts
Ohio Structural Iron Co., Sandusky, O.

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware, Steel
Avery Stamping Co., Cleveland, O.

Hones, Razor
S. R. Droescher, New York.
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia

Hooks, Belt
The Bristol Co., Waterbury, Conn.

Hooks, Folding, For Garments
The Clift Co., Cleveland, Ohio.

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N.Y

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn
Standard Horse Nail Co , New Brighton, Pa.

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Horse Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City N. J.

Household Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
North Bros., Mfg. Co., Philadelphia

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.

Importers
S. Guiterman & Co., Ltd., London and New York.

Inclinometers
Russell-Kimball Mfg. Co., Dunkirk N. Y.

Insect Exterminators
Hammond's Sing Shot Works, Fishkill-on-Hudson, N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Kerosene Furnaces
Barthel Blow Lamp Co., Boston, Mass.

Kettles, Steel Cooking
Avery Stamping Co., Cleveland, O.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Labels, Gummed
Dayton Label Co., Dayton, O.

Ladders, Folding
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.

Ladders Rolling
Bicycle Step Ladder Co., Chicago, Ill.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Landing Nets, Ring, Staff
A. F. Meisselbach & Bro., Newark, N. J.

Lawn Fences
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Lawn Mower Grinders
Root Bros. Co., Plymouth, Ohio.

Lawn Seats
Ohio Structural Iron Co., Sandusky, O.

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialy Co., Erie, Pa.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Baker-McMillen Co., Akron, Ohio.
Russell-Kimball Mfg. Co., Dunkirk. N. Y.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels, Semi-Circular
Russell-Kimball Mfg. Co., Dunkirk N. Y.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Locks
Yale & Towne Mfg. Co., New York.

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lumber Crayons
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Lunch Boxes (Folding)
Rochester Lunch Box Mfg. Co., Rochester, N. Y.

Machinists' Supplies
Diamond Saw & Stamping Works, Buffalo, N. Y.

Machinists' Tools
Henry Disston & Sons, Inc., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mallets
Stanley Rule & Level Co., New York

Manufacturers' Agents
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.

Masons' Levels
Baker-McMillen Co., Akron, Ohio.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City
New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa. Phila

Measuring Tapes
Alfred Field & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.

Mechanics' White Tape
Morgan & Wright, Detroit, Mich.

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Frank Mossberg Co., Attleboro, Mass.

Metal Shingles
Cortright Metal Roofing Co., Philadelphia.
Montross Metal Shingle Co., Camden, N. J.

Metal Ware
Pritchard-Strong Co., Rochester N. Y.

Metal Workers' Crayons
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Mills, Coffee and Spice
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.

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Taylor & Boggis Foundry Co., Cleveland, Ohio

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Bay State Mop Co., Woburn, Mass.

Mop Wringers
Lee Chair Co., Oneida, N. Y.

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American Tube & Stamping Co., Bridgeport, Conn.

Nail Pullers
Belden Machine Co., New Haven, Conn.

Nails
Fuller Bros. & Co., N. Y.

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L. S. Starrett Co., Athol, Mass.

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Neverslip Anchor Wedge Co., Auburn, N. Y.

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L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans
Atlantic Stamping Co., Rochester, N. Y.
A. F. Meisselbach & Bro., Newark, N. J.

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Roberts & Mander Stove Co., Philadelphia, Pa.

Oil Stones
S. R. Droescher, New York.
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

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Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

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Voorhees Rubber Mfg. Co., Jersey City, N. J.

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Smith & Egge Mfg. Co., Bridgeport, Conn.
The Yale & Towne Mfg. Co., New York.

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Davis & Davis, New York

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Jos. Dixon Crucible Co., Jersey City, N. J

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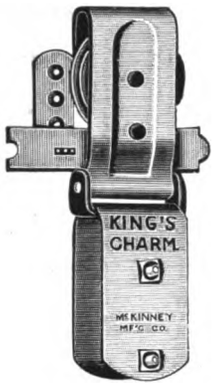
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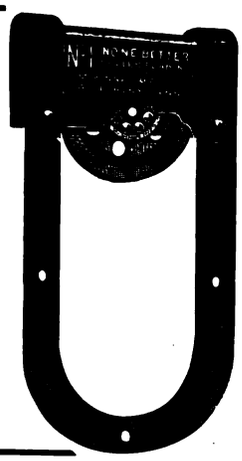
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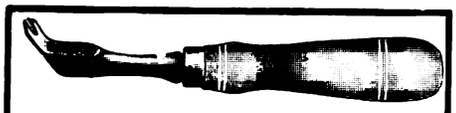
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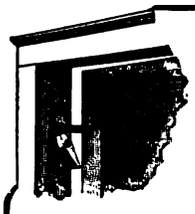
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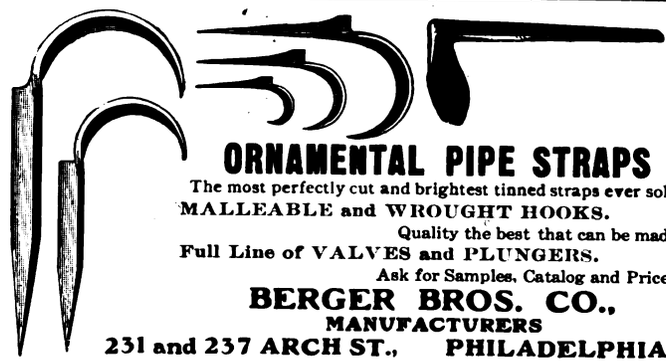
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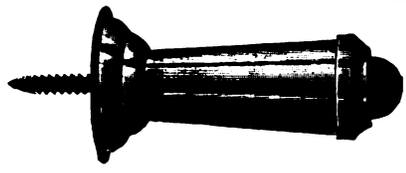
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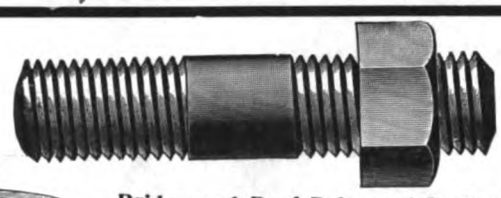
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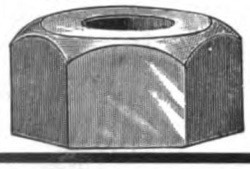
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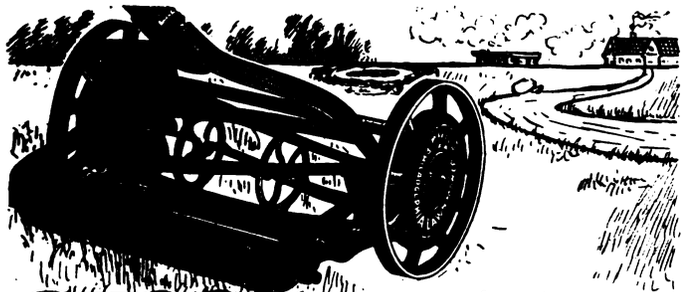
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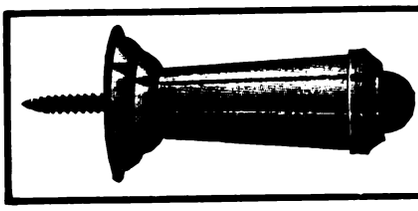
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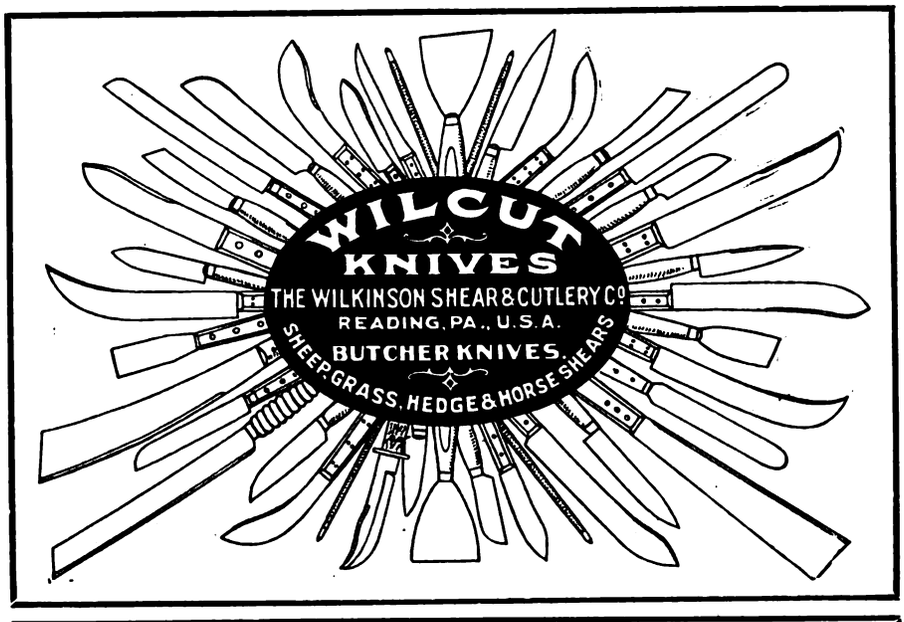
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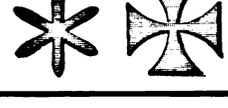
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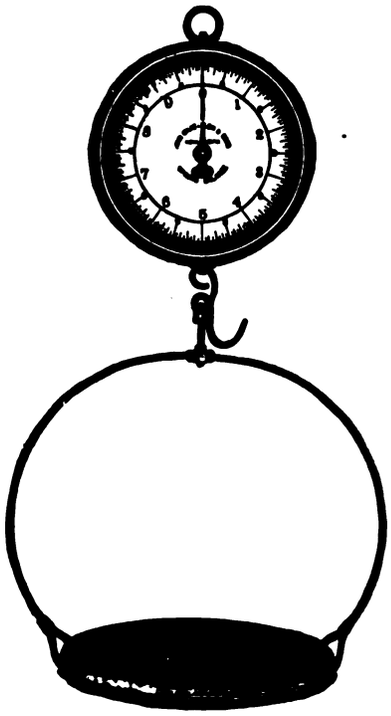
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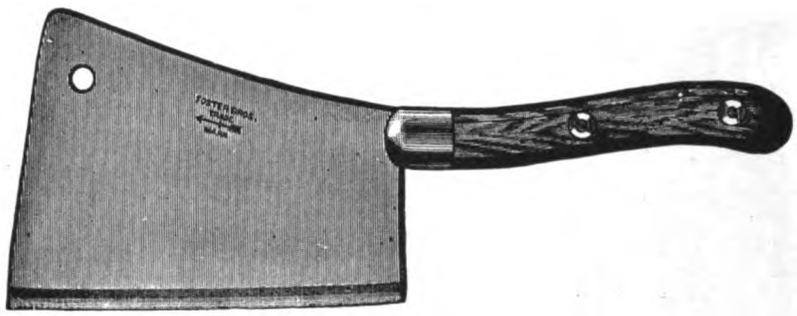
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Don't make the mistake of ordering cheap stuff—the Best—Frazer—is none too good for your trade. Write for prices to Frazer Lubricator Co., Chicago, New York and St. Louis, on

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WE ARE

HEADQUARTERS FOR EVERYTHING IN HARDWARE

Including Cutlery, Sporting Goods, Guns, Etc.

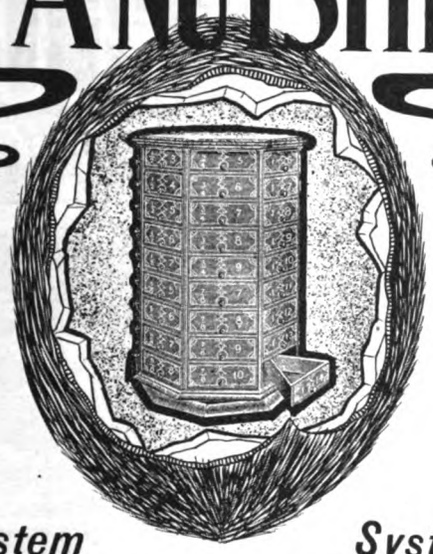
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We are sole distributers for one of the best lines of paint made, and will sell you for less money than you can buy comparative goods for. This we guarantee.

Write us for information regarding our special 75 gal. Assortment of Barn Paint. A Paint that is Red and Stays Red and is without question at the price we sell you, the best value on the market today.

TROUT HARDWARE CO.
174-176-178 E. LAKE ST.
CHICAGO, ILLS.

IN A NUTSHELL



System *System*

Is the foundation of PROFIT

There is no system in a promiscuous scattering of Bolts, Screws, Tacks and Fine Tools over the shelves. But there is lots of system in the

AMERICAN REVOLVING BOLT AND SCREW CASE

Saves shelf room, time and money. Makes all stock INSTANTLY AVAILABLE. We make sixteen sizes, any kind of wood and style of finish. Sold by all Jobbers.

SEND FOR DESCRIPTIVE BOOKLET.

The American Bolt & Screw Case Co.

DAYTON, OHIO, U. S. A.

A MONEY MAKER FOR WISE DEALERS



IMPERIAL WASHERS

Has that honest built-in quality which elates the customer at the prospect of owning it.

Has all Steel Roller Bearings and Aluminum and Bronze Castings.

Runs without Friction, is easily operated, substantially constructed and has a handsome appearance.

Send for Catalog to-day.

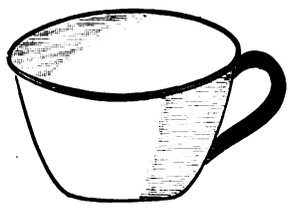
THIS IS YOUR CHANCE!

THE BLACKSTONE MFG. CO.

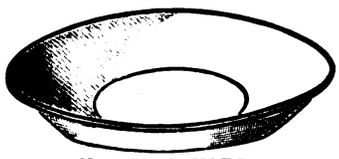
Established 1871.

Jamestown, N. Y.

White Steel Enameled Ware



No. 508 CUP.



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No. 847 COMBINET.

For Summer Camp Supplies, Hospitals and Public Institutions.

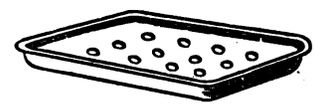
Our line is most complete. Our prices are reasonable, and the profits large enough to pay you for pushing them this season.

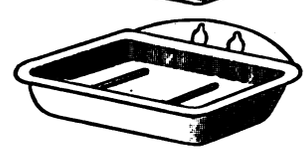
Be convinced—send for catalog, prices, and see!

Agents wanted to sell this line, as a side line, to the Hardware trade in New York, Pennsylvania, Virginia, Maryland, West Virginia, Ohio, Indiana, Illinois, Missouri, Iowa, Wisconsin, Minnesota, North Dakota and South Dakota.

The GEO. H. BOWMAN CO.

NEW YORK, 39 MURRAY ST.
CLEVELAND, OHIO.





No. 511½ SOAP.



No. 513 MUG.



No. 512 EWER. No. 506 BASIN.

"Rain or Shine"---

The dealer who handles

Voorhees Rubber Mats and Matting

will find it easy to lay by for a rainy day. Same with the rest of our line of **Garden Hose, Belting, Packing, etc.,** because they are made in genuine "Voorhees" fashion, of best material and superior workmanship.

Send for catalog.

VOORHEES RUBBER MFG. CO.
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PROMETHEUS

ELECTRIC COOKING and HEATING APPARATUS

WRITE FOR OUR 1907 CATALOG

and become acquainted with an attractive and easily salable line of devices, which appeal greatly to all householders who have electric light in their houses.

Get ahead of your competitors and sell up-to-date electric devices, which the public needs and demands.

THE PROMETHEUS ELECTRIC CO.
236 East 43d St.
NEW YORK



... THE ...

WHITE ROSE

IS WITHOUT A COMPETITOR

It is actually **BALL BEARING** and has proved the most phenomenal seller ever placed upon the market.

Write Today for EXCLUSIVE AGENCY

WHITE LILY MFG. CO.
Toledo, O. Davenport, Ia.

25¢ Buys a Life Saving DAVIS SANITARY FOUNT

Clean, fresh water is LIFE to young chicks. Davis' founts insure a constant supply and chicks can't get drowned or wet in them, or tip them over. Only fount made that feeds water, grit, oyster shells, grain, etc.

Price 25c each, $2.70 per doz. Postage 15c each extra. No bottles or cans included, but any size old can or bottle can be used.

Ask your supply, hardware or feed dealer for them, or write for our catalogue of Up-to-date Necessities for Poultrymen, including poultry and pigeon leg bands, founts, roost brackets, metal nests, poultry punches, etc.



The Keyes-Davis Co.
(Limited)
Manufacturers
530 Hanover St.
Battle Creek, Mich.

YOU CAN TAKE THE MACHINE TO THE WORK

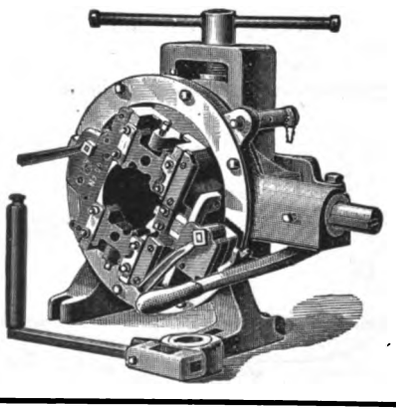
and save much time over cutting and threading pipe by hand with a cutter and stock.

Armstrong's Pipe Cutting and Threading Machines are light, strong, compact and portable in all sizes up to 4 inches.

Interesting catalogue free.

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Bridgeport, Conn.

CHICAGO OFFICE: 23 S. Water St.

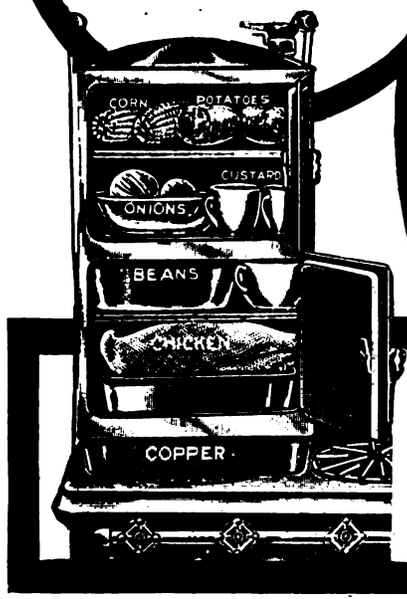


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CONCRETE STOWELL'S ROOFING

SECURE
PROTECTION AND LONG SERVICE BY USING OUR
ASPHALT ROOFING
SAVES REPAIRS
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SAVES RENEWING
Send for Samples and Pamphlet
STOWELL MFG. CO.
JERSEY CITY, N. J.

THE SCHWERDTLE STAMP CO.
STEEL STAMPS & DIES
BRIDGEPORT, CONN.

The
Ideal Steam Cooker
and Baker Combination



"All Around Excellonco"

Is the consensus of opinion among thrifty housewives of the Ideal Steam Cooker—either square or round—because it cooks the whole meal for the whole family without watching worrying or waste of time.

You would not want a better Cooker to sell.

Ten Million Women

read our advertisements in all the popular magazines, and every inquiry or order we turn over to the dealer.

Get our 48-page Book and Testimonials.

Our prices and discounts will surprise you.

The TOLEDO COOKERCO.

1336 West Bancroft St.,

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K. HARDWARE.

5 TOOLS IN ONE



8-Inch Try-Square
Bevel
Butt Gauge
Marking Gauge
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none other than

Hight's Union Combination Square

It is the best tool of its kind on the market. No mechanic's tool kit is complete without it. Accurately made of the best material; all nickel plated. Sell? We never saw the beat of it. Send for description and prices.

LARGE PROFITS FOR DEALERS.

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This is an attractive 32-page booklet containing authoritative information on the care of the horse in and out of the stable. All of your customers interested in horses will want a copy.

We will give you free copies with orders for Dixon's Graphite Axle Grease —number of copies depends upon quantity of grease ordered.

Write for a sample copy of "The Horse" by number 54—I.

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You take no risk on the quality. We make only the best.



Sand Papers IN Reams and Rolls
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HAIRFELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

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"AMERICAN" TWIN FREEZER

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and the same time, in one Freezer . .

Something Entirely New Never Done Before



"GEM"



"BLIZZARD"

"LIGHTNING"

The Best Ice Cream Freezers in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

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ALFRED FIELD & Co.

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We are Sole Agents in the United States for

Joseph Rodgers & Sons, Limited,	Best Cutlery in the World
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L. Hugoniot Tissot,	Best Pliers, Nippers, &c in the World
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The Imperial Enamel Co.,	Best Enameled Signs in the World
Webster & Horsfall,	Best Steel Wire in the World
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Edward Gem & Co.,	Hedge and Garden Shears

WAX WIRE An entirely new thing. A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL and HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

FRANK MILLER'S

Carriage Requisites

FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





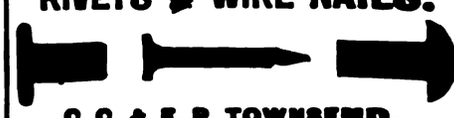
FRANK MILLER'S AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,
349 & 351 West 26th Street,
NEW YORK.

RIVETS & WIRE NAILS.



O. O. & E. P. TOWNSEND,
New Brighton, Penn.

EVERY TIME

you pass a bundle of Galvanized Sheets, look for this mark—

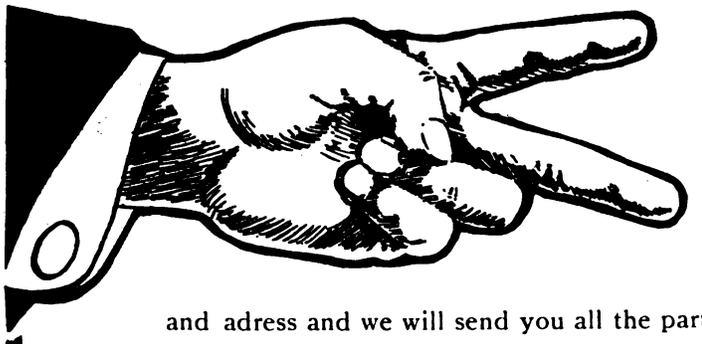
AMERICAN SHEET & TIN PLATE CO. APOLLO BEST BLOOM TRADE MARK REGISTERED PITTSBURGH

Nine times out of ten, you'll find it on the top sheet—for Apollo Best Bloom Galvanized Sheets are popular everywhere, and here is the way to find out for yourself how universal is their use. This suggestion is only intended for the man who never used them; for the thousands who *do* know how even in gauge, how pliable, how thoroughly coated, and how easily applied Apollo Best Bloom Galvanized Sheets are—no new arguments are necessary. They know from experience, and think only "Apollo" when Galvanized Sheets are on their mind.

If you would like to know the size of every sheet, its weight, the number in each bundle and the various gauges—send for our Apollo Weight Card. There's no charge for the card and we pay the postage. Address our Advertising Department.

AMERICAN SHEET & TIN PLATE COMPANY,

FRICK BUILDING, PITTSBURGH, PA.



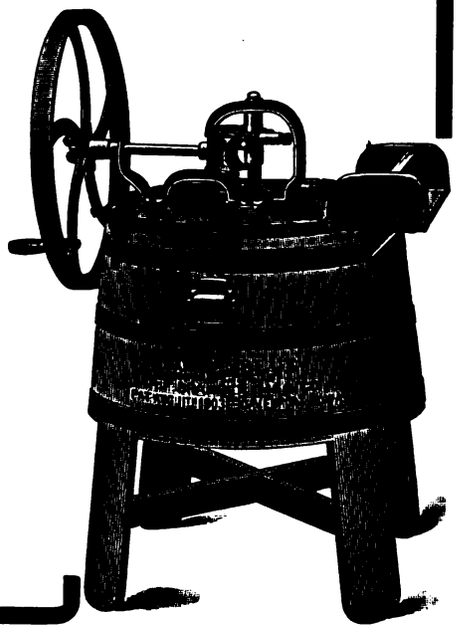
We Can Please You Twice Over

All we ask is that you send us your name and adress and we will send you all the particulars about our

Exclusive Agency Plan

for

Our "Royal Blue" Washer



in your town. This is a most profitable proposition for you, Mr. Dealer, and it will pay you twice over to let us "put you next."

Remember: We are the largest Washing Machine Manufacturers in the world—make 15 different styles—have had 30 years' experience in the business, and know how to make it pay—you.

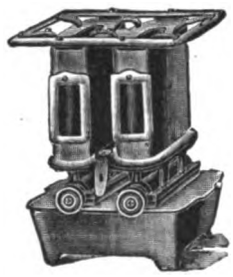
Don't Argue—Don't Delay—Write To-Day!

H. F. BRAMMER MFG. Co., DAVENPORT, IOWA, U. S. A.



TAYLOR & BOGGIS' Hardware Specialties

Light Grey Iron Castings, Builders' Hardware, Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Etc.

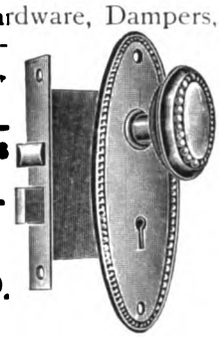




We Furnish You Quick Sellers —You Sell Them.

Send for our Catalog.

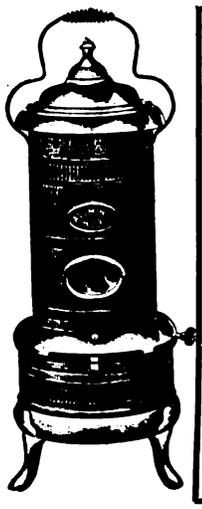
THE
Taylor & Boggis Foundry Co.
CLEVELAND, OHIO.







ALUMINO AND ELECTRIC OIL HEATERS



THE WORLD'S BEST—MORE THAN A MILLION IN USE.

This enormous number of "ALUMINO" and "ELECTRIC" Heaters have not been sold on bluff or pretence.

They've been sold on QUALITY and PERFORMANCE.

The oil-heater is no longer a matter of choice. "ALUMINO" and "ELECTRIC" are **STANDARD** the world over.

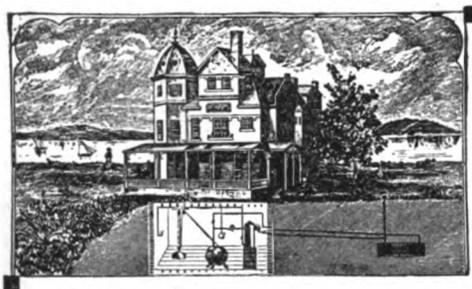
Our wonderful "Safety Burner," combined with the beauty and durability of our Heaters, have placed them in a class beyond comparison.

Any live dealer in any locality will find sales for the "ALUMINO" and "ELECTRIC" Heaters, and should not be without a full assortment.

Your Jobber or we will cheerfully supply you. Send for our free book "The Oil-Stove Salesman."

NOVELTY MFG. CO., Dept. W., Jackson, Mich., U. S. A.





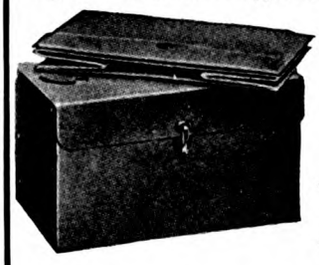
GAS LIGHTING AT A REDUCED COST
by means of the
Climax Gas Machine and Mixer

Individual Plants for Homes, Stores, Offices, etc., which are perfectly safe and very economical. Approved by Insurance Companies. Brilliant Light and excellent cooking service. Machine lasts a lifetime. Our system is the result of thirty years' development. Send for our Catalog.

C. M. KEMP MANUFACTURING CO.
405 East Oliver St. Baltimore, Md., U. S. A.

"CAMERA" FOLDING LUNCH BOX

The original and best folding lunch box on the market. Made entire from one piece of best fiber board, cloth-covered. Easily folded. Lasting and attractive in appearance. *Send for Samples and Prices.*



INSECT, DUST and WATER-PROOF

Fits the pocket and fits the purse.



ROCHESTER LUNCH BOX MFG. CO., Rochester, N. Y.

PUT YOUR FAITH IN THE MALLEABLE SHOD BARROW

—or anything else that can be carried.

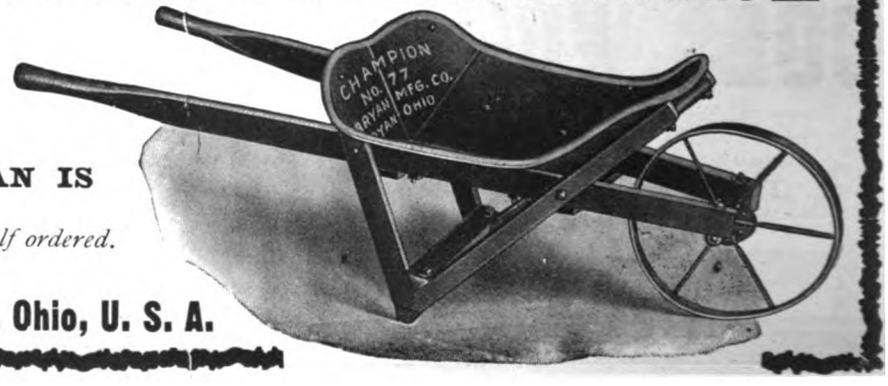
It will not break down or wear out under the heaviest loads.

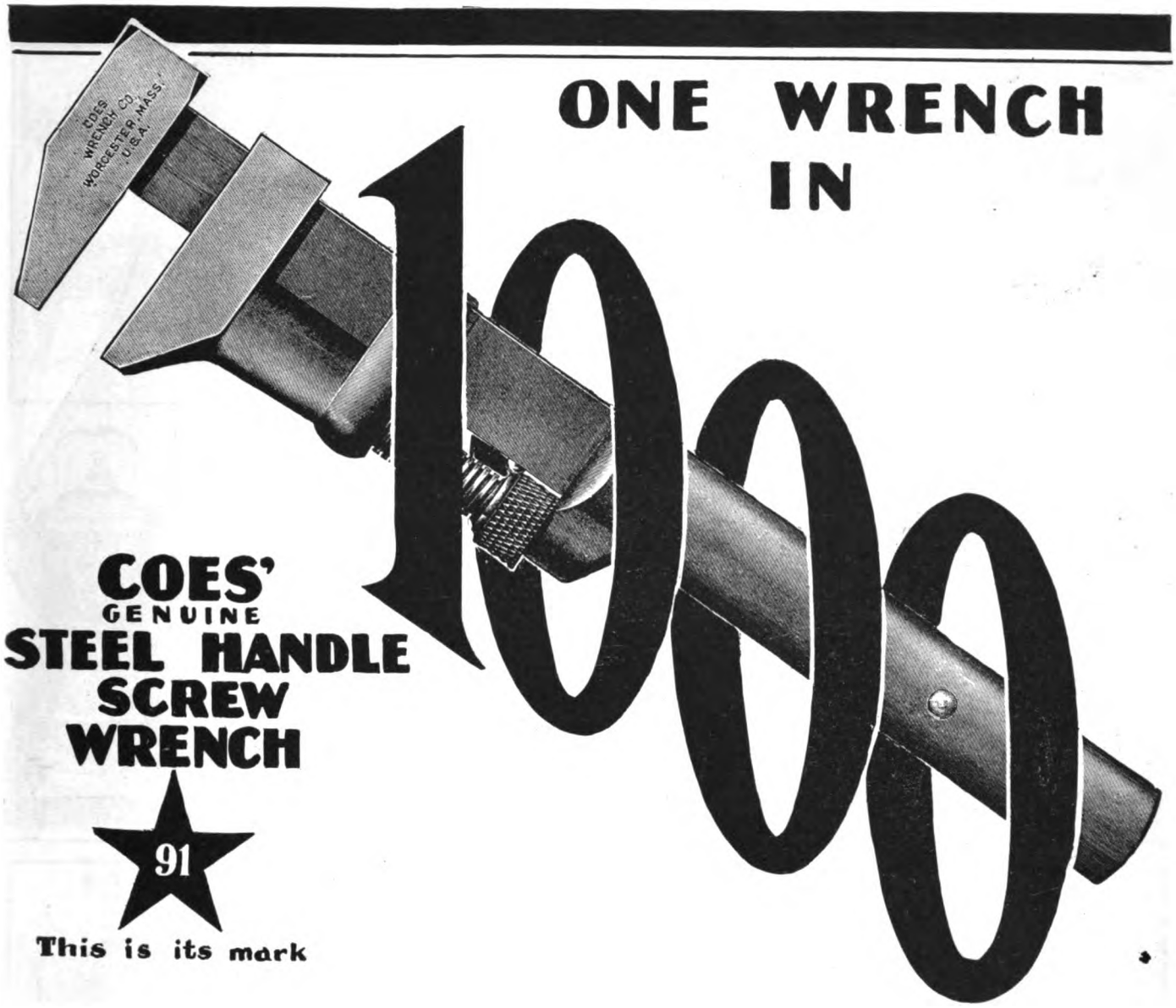
It is a vehicle made for work.

BUILT STRONGER THAN IS NECESSARY

Those who receive our catalog have half ordered. Send for it.

THE BRYAN MFG. CO., Bryan, Ohio, U. S. A.





30 PER CENT. STRONGER

than any other Wrench made. THE WRENCH THAT PROVES. It is designed for use where excessive heat, moisture or severe service make exceptional demands upon a tool.

Handle is internally supported (patented). Steel bar and screw steel casting for jaw and handle. Steel rivet and firs quality steel ball in screw race. Made in eight sizes, and in black finish only—6, 8, 10, 12, 15, 18 and 21 inch. Also 4 in. finished in case-hardened gun finish only.

The User Knows. **Say "Coes' Wrenches" and be safe.**

COES WRENCH CO., WORCESTER, MASS.

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There's Beauty as well as Strength in the

MOSSBERG WRENCH

For Auto and Machine Use

Quality and Finish Developed to the Highest Notch.
A Wrench you can depend upon.
Each one guaranteed.
Nickeled or mottled finish. Sizes, 5 to 10 inches.

CATALOGUE FREE

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HICKORY
KELLEY-HOW-THOMSON-CO.
DULUTH MINNESOTA

THE BEST IN QUALITY

is what this trademark means on a package of paints or varnishes. Doesn't that mean something to you? Wouldn't it bring you more trade if you had a reputation in your locality for selling "The Best in Quality?"

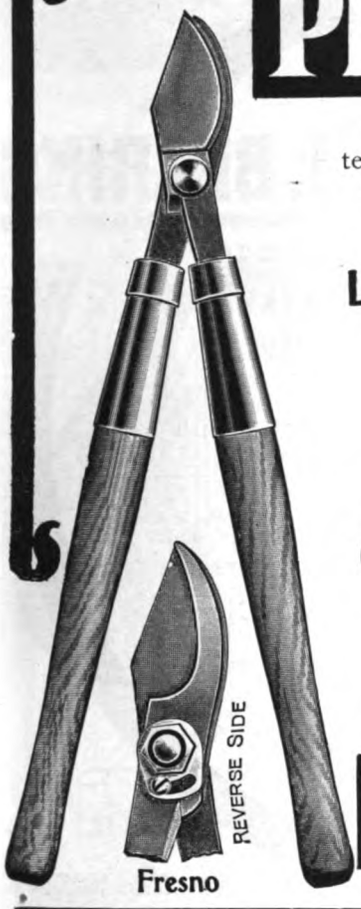
The carefully selected materials, improved methods and skilled labor employed in the manufacture of HICKORY High Grade Paints and Varnishes result in a product which we can absolutely guarantee isthe "Best in Quality" that can be made.

KELLEY-HOW-THOMSON CO.

WHOLESALE HARDWARE

DULUTH - - - MINNESOTA.

PRUNING SHEARS



Fresno

Made to stand the test of time and the wear and tear of rough usage.
Only the Best Steel and Wood Used.

NEW FEATURES:

LOCK NUT--SEAMLESS FERRULES
NOTCHED HOOK

(Patented Dec. 31, 1901. Dec. 8, 1903.)

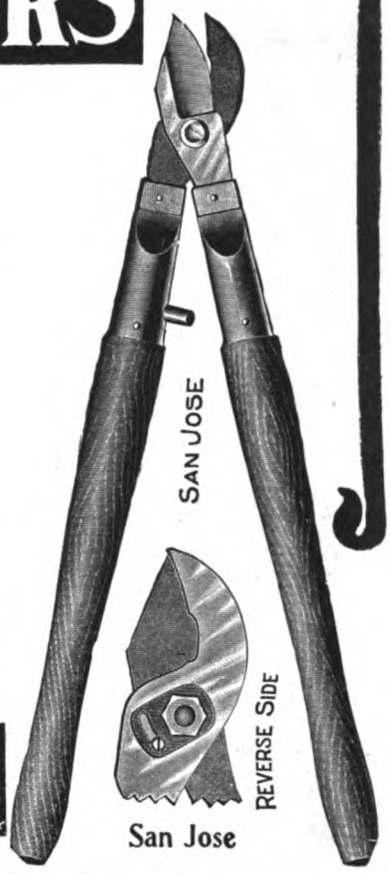
This is what the man who **knows** wants.
A money-maker for the Hardwareman.

We Also Manufacture

GARDEN RAKES
GARDEN MATTOCKS
GARDEN HOSE

Write for Our New 1906 Catalog—It's Worth While.

THE CRONK & CARRIER MFG. CO.
HARDWARE
ELMIRA, N.Y.



San Jose

THE SCREWLESS SPRING-SET SHEAR

FEATURES OF SUPERIORITY

7 7

1. Never wears loose at joint
2. Blades held together automatically, with just the right spring tension.
3. Pivot free to rotate, forming roller bearing.
4. Largely self-sharpening.
5. Easy to take apart and put together.
6. Tension is adjustable.
7. *Gives complete satisfaction to customers.*



THIS IS ITS STRONG SELLING POINT
the point which will enable you to create sales. The adjustable spring tension overcomes the great weakness of all other shears.



Send a Trial Order To-day

Write for Circular "A." Mention HARDWARE.

DAVIES AUTOMATIC SHEAR CO.
41-43 Maiden Lane, New York City



THE MOTOR HIGH SPEED BALL BEARING WASHING MACHINE

THE MACHINE WITH A RECORD

Thousands in use everywhere. Sold on Exclusive Agency Plan only. Our Positive Guarantee with each machine.

OUR GUARANTEE

"If this machine is not perfectly satisfactory to your customer at the end of 30 days' use, you may return it to us at our expense, and receive full credit."

Initial shipment will be sent ON APPROVAL to reliable dealers only.

A postal will secure the Agency for this machine in your city. Write to-day for terms and prices.

MICHIGAN WASHING MACHINE CO.
MUSKEGON, MICH.





The Crystal Coffee Mill

We Send Samples

OF ANY OF THE

300 ARTICLES COMPOSING THE

Unexcelled Line of Arcade Goods

We show herewith four fine money-makers for the Hardware Dealer.

THE CRYSTAL COFFEE MILL with glass hopper and tumbler, the most perfect mill made and with it the most discriminating customers can be interested. Its superior advantages are apparent at sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. A companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to coffee mill trade.



The Jewel Coffee Mill

You can satisfy every requirement of your trade with the sixty different styles of wood, glass and metal mills which we manufacture.



The Gem Mop Head

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. Made of the best steel and has the latest improved spring adjustment. A durable, saleable and profitable article.

THE EIGHT SPACE SPICE CABINET made of hard wood in natural finish. Strongly built to withstand the roughest usage. Each compartment labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.
Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

A FLOOD OF QUALITY



3600 GENEVA RAZORS

EVERY DAY

is the output of our factory. Made in 300 styles of fancy handles.

By liberal patronage Hardwaremen show that they appreciate our efforts to give them that class of goods appropriate to their trade.

GENEVA RAZORS are dependable **always,** from our high priced razor to our cheapest style.

Special formula English steel used in the blades.

Mounting in every style of pearl, ivory, celluloid or hard rubber tangs.

Special designs in black, gilt line or two-color effects in gold or copper, etched on the blades.

Contract work our specialty. We operate our own case and box factory.

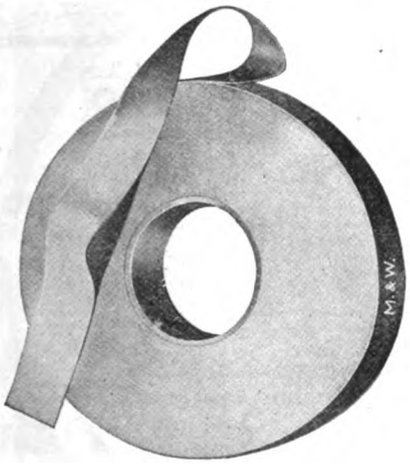
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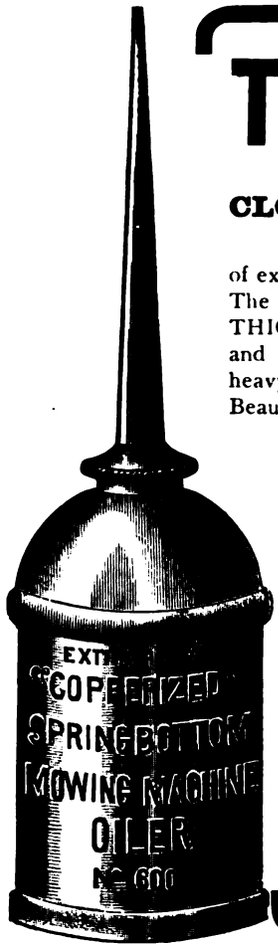
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THE EVOLUTION OF PAINT

BY GEO. B. HECKEL, SECRETARY OF THE PAINT MANUFACTURERS' ASSOCIATION OF THE UNITED STATES* .

THE earliest use of paint was probably heraldic or symbolical, and the colors were applied first to the human body. Remnants of the practice are still seen among savages who, on ceremonious occasions of war, the chase, etc., decorate their faces with conventional signs and colors. The second use of paint in evolution was decorative. The Egyptians, thousands of years ago, used the simple colors both for broad effects and for decorative design. The Greeks are believed to have colored all their marbles, whether statuary or carving, and the Romans, who were imitative in their arts, carried the use of colors in architecture to the extreme, as seen in the wall paintings of Pompeii.

The pigments used in these earlier days were generally of the simplest type—usually natural colors found in the earth and requiring only mechanical treatment to fit them for use. Of these are the iron oxides, such as red haematite, ochres, siennas, umbers, etc., the natural salts of lead, cadmium, arsenic and mercury; the natural whites—lime, gypsum, china clay, etc.; the blue of lapis lazuli; green earths, etc. With the exception of red lead, cadmium and arsenic yellows, and cinnabar, which are now produced artificially, these natural pigments are still in use at the present day, the chief improvement being in the processes of preparation.

A few of our artificial colors were apparently known to the Romans at least, since Vetruvius and Pliny describe processes for the production of several, including white lead and lamp black. According to what can be gathered from these writers and from examination of paints found in Pompeii and Rome, the liquid medium appears to have been some sort of vegetable gum in solution.

It was not until comparatively recent times that paint began to receive attention as a protective or preservative material. All of the earlier allusions to the subject were along decorative lines, and down to nearly the beginning of the last century all information on the subject was directed to the requirements of artists ar architects. The dwellings of the more fortunately circumstanced classes were built of stone, brick and hard-woods, on which paint, except for decoration, was but sparingly used; while the shelters of the poorer classes were generally of the flimsiest character on which paint would have been an unthinkable luxury.

As the means of the common people improved and the use of wood for permanent buildings became more common, paint naturally suggested itself as a preservative material, and white lead being the most generally obtainable of the lighter colored pigments, its employment received an impetus which it has scarcely yet lost.

Of all the artificial pigments except lamp black, this is probably the oldest. The natural carbonate of lead was well known to the Greeks and Romans, and it is probable, from some remarks of the writers of the first century, that the preparation of the hydrocarbonate by the use of vinegar was also understood. White lead was at least manufactured for their own use by the Italian artists of the middle ages. It is probable that the Dutch acquired the art of making white lead from Venice; but in Holland the industry received such an impetus that the process still in use, with some modifications, is known to this day as the "Old Dutch Process."

The Dutch corroded lead by exposing it to the fumes of vinegar in porcelain pots buried under fermenting manure in a trench excavated in the earth. The industry was brought from Holland to England where eventually certain improvements brought it finally to its present form, wherein the process is conducted in wooden "stacks" or bins by means of fermenting spent tan-bark.

For many years white lead remained the only available white base for house paints, and so long as the pigments used with it to produce tints were the stable earth colors and such unalterable artificial products as lamp-black, it answered the general requirements quite satisfactorily. Two defects were, however, noted very early—the first, its tendency to darken from exposure to sulphuretted hydrogen gas, and second, its disastrous effect upon the health of those working with it.

The last-mentioned property led to increasing agitation against its use, as the practice of house-painting

*This is the first of a series of three articles by Mr. Heckel on paints and paint sellers. The next of the series, "Modern Paint" will appear in an early issue.

spread, and the history of the paint industry from late in the eighteenth century to the middle of the nineteenth is full of attempts to replace it with something else. This agitation led on the one hand to the substitution of white lead ground in oil by the manufacturer for the old form of dry lead ground by the painter himself; and on the other hand resulted in the addition of zinc oxide, sublimed lead, lithopone, blanc fixe, etc., to the list of available white pigments.

It was also recognized quite early that there are certain colors which cannot be mixed with white lead without obstruction. Artificial ultramarine, for example, which, after its production by Guimet and others about 1828, came into general use, has its beautiful color quickly destroyed by contact with lead pigments. Similarly, Prussian blue, accidentally discovered by Diesbach in 1704, is quickly discolored by white lead, as are the "chrome greens," produced by precipitating together prussian blue and chrome yellow. This is also the case with all pigments containing sulphur, such as the genuine vermiclious, cadmium yellow and some other brilliant colors.

Old painters can still remember the days when not only white lead but all their colors came to them in the dry form, to be laboriously worked up by them with slab and muller into the paste form. But finally the superior economy, uniformity and wholesomeness of the machine-ground lead and colors in oil prevailed over the prejudices of the most conservative painters and dry colors as a practical painters' material fell into desuetude. It was a case of necessity—the demand for paint in the United States at least, had outgrown the capacity of the slab and muller as well as of their short-lived successor, the hand-mill. Painters continued, however, to mix tints and to reduce paste paints to consistency for application by manual labor.

About the time of the civil war a certain Yankee genius, struck with the growing demand for house paint, conceived the idea that there would be a good market for paints ready for application. He produced and patented an "emulsion" paint. Its success was phenomenal, despite its defects, and it was the forerunner of a host of so-called "patented" paints which froze in the can, peeled off the surface, and did a multitude of things they should not have done, but nevertheless blazed the way for one of the most rapid industrial developments of modern times.

The first ready-mixed paint appeared on the market some time in 1859 or 1860. It has been calculated that the consumption of ready-for-use paints for all purposes in 1906 approached 100,000,000 gallons, with selling value of not much less than $150,000,000. Such a development indicates, first, the meeting of a well-defined need, and second, a long step in advance of the earlier products. For, though the prepared paint industry still suffers from the effects of the moral law that visits the sins of parents upon their children to the third and fourth generations, it is still steadily growing. This must mean not only that it meets a need, but that it yields, on the average, satisfactory results.

The rapid multiplication of beautiful chemical colors during the past forty years and the improved taste of the "common people" has created a demand for a great variety of tints and shades, which can be met only by the paint chemist who knows what pigments can and what cannot be safely combined. As noted above, the colors which yield the tints of blue, green, lavender, pink, the delicate grays, etc., cannot be successfully made with a white lead base. Here chemical invention has come forward with three or four other whites which are available for such tints. Again, white lead is apt to darken when used in the interior of buildings, where sulphuretted hydrogen is always present. Oxide of zinc or one of the other newer whites forms the base for interior paints. Furthermore, the content of sulphuretted hydrogen in the atmosphere of towns is annually increasing with the growth of manufactories throwing out furnace gases. The sensibility of the white lead is materially reduced by the addition of zinc oxide, sublimed white lead and certain reinforcing inert pigments to the paints for outside use.

The growth of the industry and the increased complication of the requirements has, within a quarter of a century, transformed paint making from a hit-and-miss, hap-hazard, rule-of-thumb procedure to a systematized matter of technical science, and in the modern paint factory the practical paint chemist rules supreme. He knows the requirements, he understands the limitations and it is "up to him" to produce practical results.

There is another phase of the problem not generally appreciated. The supply of practical painters—that is of painters who understand the mixing of tints, the adaptation of paint to the requirements of the job—is limited, and there is no source from which a fresh supply can be drawn when the present generation has passed away. At the present time those of them that remain are found principally in the large cities, where they cling pretty generally to the old methods of hand-mixing lead, oil and colors. But even they realize that their methods are behind the age, and they are drifting one by one to the use of the prepared paints, which in their view, leave something to be desired. But in the country and in the country town ready-mixed paint has come to stay, and in the majority of cases and in the hands of the average painter, will be found to give better service at less cost than the hand-mixed product.

Hardware dealers throughout the country who handle both ready-mixed paints and lead in oil can easily judge of the justice of this assertion by following up the history of any dozen jobs of each class in their own vicinity. Paint is not yet perfect—even the best of it. If it were it would never be necessary to repaint. But, when it is remembered that the ordinary paint coating is seldom more than one two-hundredth of an inch in thickness, the marvel is how well and at what a small cost it serves its purpose of preserving and beautifying wooden structures.

AMERICAN POCKET CUTLERY

OUR HIGH DUTY ON POCKET KNIVES PRACTICALLY BARS HIGH-GRADE ENGLISH AND GERMAN KNIVES FROM THIS COUNTRY. CHEAP GERMAN CUTLERY IMPORTED IN GREAT ABUNDANCE. THE AMERICAN PRODUCT FAR SUPERIOR.

IT WILL be found that there are three grades of pocket cutlery—good, bad and indifferent. The indifferent and bad knives come from Germany, the good kind is made in this country and in England. In spite of the fact that there is a duty of 80 per cent. upon foreign pocket cutlery, two German knives are imported to one manufactured in this country. It is not fair to say that there are no good German knives, but the fact that the Germans can compete under such a heavy tariff is significant. This impost has practically driven high-grade English cutlery out of the field, and the same may be said of the goods made by the best German cutlers. There is a class of German manufacturers that think anything is good enough for the American trade, and these people punch knifeblades out of Bessemer steel which cannot be tempered and is worth only a couple of cents a pound. They would probably use sheetiron if this steel was not cheaper.

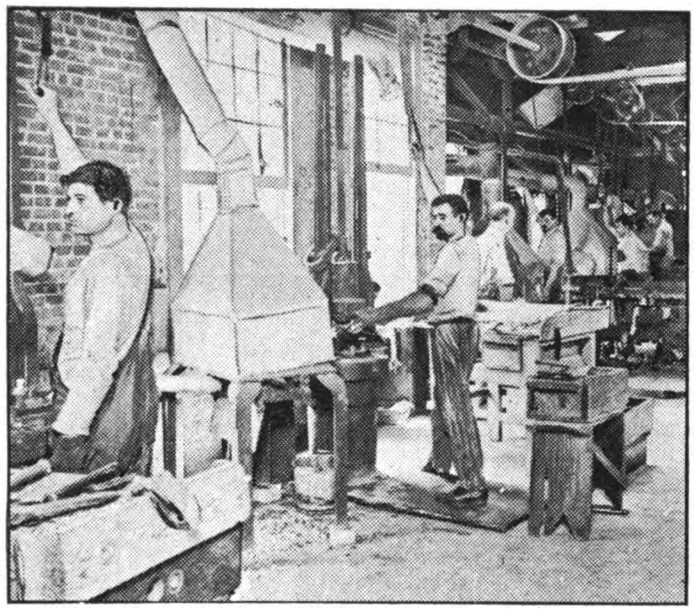
There are forty-six pocket knife factories in the United States and the owners are all striving to make the best quality of goods. Almost invariably they use English cast steel made by the old process and with characteristics that the cutlers are familiar with and which gives the best results in forging, grinding, hardening and tempering. American steel does not give the same results in the hands of the operatives, who are nearly all Englishmen or pupils of English cutlers. Prejudice must have something to do with the failure to get the best results from domestic cast steel, for our steel manufacturers can make any kind of steel for any other purpose than the



KNIFE GRINDERS AT WORK

blades of pocket cutlery, and for all other uses the steel is acknowledged to be the best in the world except in such faddish instances as Toledo or Damascus sword blades. There is too much romance about these sword blades. The steel was made by "rule of thumb" and turned out bad in many cases. Nobody ever hears of a bad Toledo blade, however.

Of the forty-six knife companies in this country the largest that sells to a general trade is in Newark, N. J. It



WHERE BLADES ARE FORGED

is the second largest in the United States, the biggest company being at Walden, N. Y., and making goods exclusively for one great Hardware house in the west.

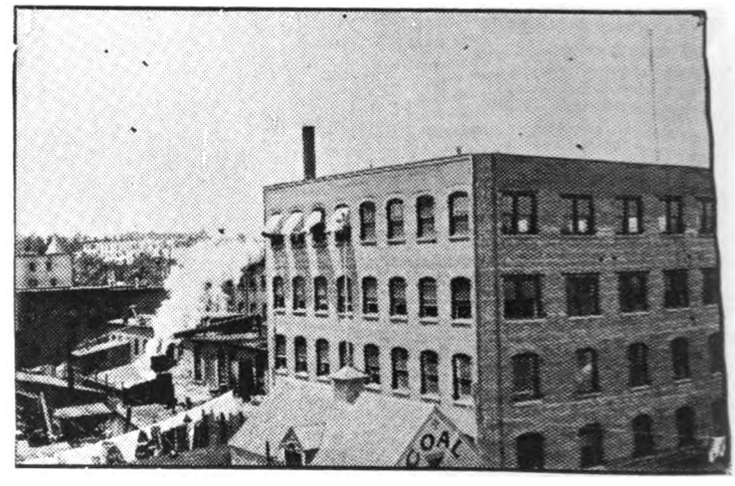
The Newark industry is conducted in the big factory of the Valley Forge Cutlery Co. on Sixth street, near Central avenue. The business of this comparatively new company has made wonderful progress in the few years it has been in existence. The output is now 2,100 dozen knives a week. Nothing except pocket knives is made in the factory, which was recently enlarged to double its earlier capacity. This shop gives employment to 310 persons of both sexes and the work is steady the year around, for seasons have little effect on the sale of pocket knives except that retailing increases greatly at holiday time. It is a singular thing about the manufacture of pocket cutlery that nearly every detail of the work requires extreme care and skill. Each blade must be handled forty-nine times, and there are 400 operations in making a complete knife.

The operation of making a knife blade begins with punching a blank blade from the sheet of cast steel. These blades are then placed in tumbling barrels which remove the scale from the metal by attrition. Blanks then pass through the hands of the smiths, who heat and drop-forge them into the form of blades, each blade going under nine hammers. Next comes the "nicking" for the thumb-nail hold. Take up any knife blade and you will notice that there is a notch where the blade meets the tang. This is technically known as the "choil," and it is put there with a file. Without it you could not sharpen a blade properly on a whetstone.

At this stage the blades are again tumbled, merely to clean them thoroughly, and then they pass to the hardeners, who heat them to a bright red and plunge them into cold water. They are now as hard as glass and nearly as brittle. Without further preliminaries the blades go to the temperers, who are among the most important people in the cutlery business. Each blade is taken up separately and in contact with a copper plate, heated from underneath with a gas blast, the temper is drawn to a point where the blade assumes what they call a "pigeon-egg" blue, and then chilled.

Only the cutting blade is tempered, the tang remaining soft throughout the hardening and tempering processes. An expert temperer will draw the temper of 50,000 blades a day. The next step is punching the heel of the blade to fit the back spring in the handle. Then the blade is cleaned and dressed on a leather-faced wheel with fine emery. After that the hole is punched through the tang to receive the pin upon which the blade hinges. Right after that process comes that of stamping the name of the cutlery company on the tang. This is done with a screw press. Etching a name on the blade follows in many instances. This is done with acid after a copper-plate impression of the legend. Now the blade is finished, except that it must be cleaned after the etching.

"Hafting" follows. "Haft" is good old English for handle, and hafting is putting the blades into the handles. American cutlers are intensely practical in the matter of "covers," and this word covers the slabs of wood or other material forming the outside of the knife. The materials used in the general run of American pocket knife shops are coco-bolo, a red wood somewhat like rosewood, Cuban



THE VALLEY FORGE CUTLERY WORKS

coco, another red wood, ebony, "patent stag," which is shinbone, irregularly roughened on the surface to imitate buckhorn. This material is a Jersey production, and the best and greatest amount of this material is turned out by the Winterbottom-Carter Co., of Egg Harbor City.

Next comes genuine stag, or buck horn, most of which is imported from Europe, and chiefly from Scotland.

Perhaps it would be better to place buffalo horn between the imitation and the real stag. The buffalo is another imported article and must not be confounded with American bison horn, which is a thing of the past. Now comes celluloid, ivory, pearl and tortoise shell. The latter is rarely used in this country at present because it is imitated in cellulcid so perfectly. The American cutlers leave the making of gold, silver and aluminum covers to the jewelers, and the old-fashioned brass-handled jack knife is no longer popular.

The four-blade knife contains nineteen pieces: four blades, two covers, three scales (the brass partition and side scales), two back springs, three pins or rivets, and four bolsters or metal tips, with sometimes one inserted nameplate. At least seventy-five per cent. of the knives have shields or nameplates inserted in the covers.

The making of the body of the knife is almost as interesting as the making of the blades. The holes in the springs and scales and in the bolsters and covers are drilled in accurate jigs. The bolsters are fastened to the outer scales by means of projecting "teats," which are pressed up from the German silver or other metals, and riveted in holes in the scales; sometimes the pins or rivets go directly through this projection, and in other instances they pass through the covers. After the complete knife is assembled it is buffed on several wheels. Then comes the blade finishing or polishing. Before this is done the handle of the knife is wrapped in paper, to keep it clean and protect it from the polishing material. The knife, after being carefully wiped, is passed to one of the young women who sit in a row putting the "cutler's edge" upon the blades. For this purpose Arkansas oilstones costing about $2 a pound are invariably used. After a final inspection the knives are wrapped in rust-proof paper and packed in boxes usually containing half a dozen.

The pride of the American cutler is in making a knife which opens and closes with a definite snap, as well as in putting in steel which will be neither too hard nor too soft and will hold an edge. It is easy to get an American knife with four blades tempered exactly alike, and it is almost impossible to find such conditions in any knife of foreign make, just as it is seldom possible to get a German knife which makes any click when opened or closed. —"Harrimac," in the Newark, N. J., *Sunday Call.*

ARRANGING THE HARDWARE STOCK

Competition in all lines is now so keen and brisk that no careful Hardware merchant will let his efforts to be at the top of the heap cease with the careful buying of his goods and attractive advertising. Every such Hardwareman realizes the value of having his store attractive in arrangement and clean and neat in appearance. As one man put it at a recent convention of Hardware merchants, "There are thousands of Hardware stores to-day that are as clean and neat as a jewelry shop." One reason he gave for this welcome change from forfer conditions of chaos and disorder was that so much Hardware buying is now done by women. However dull and lacking in the artistic one may consider a Hardware store to be under normal conditions, yet the merchant can no longer afford to fail to make his store attractive to the prospective customer. It is necessary to please the eye of the buyer.

First of all a handsome and artistically arranged window display, showing a modern line of goods, clean and bright, will make a valuable impression on the passer-by. He will study the display of such a window when he would not give a second glance to a badly arranged Hardware assortment behind a dingy window, dirty and unattractive. Even if he is not in the market for Hardware, the sight of an artistic layout will please him, and the first time he needs something in the Hardware line the chances are ten to one that he will drop into the store whose window shows a spirit of progressiveness on the part of the proprietor.

Once in the store the customer will be impressed, either favorably or unfavorably, with his surroundings. Neatness, cleanliness and convenience in arrangement of the goods give the customer immediate confidence in the store and its proprietor. Further, these attributes please the eye, make his stay a pleasant one, and incline him to return for future purchases. On the contrary, a store which has the appearance of confusion is an annoyance to the customer. It makes him scorn the whole establishment, spoils his temper and makes him several times harder to please than would have been the case had his surroundings been agreeable. If it is necessary to keep him waiting for a few moments, through stress of business, he has the more time to see the confusion and chaos. The wait does not improve his temper, and, having nothing but unpleasantness to look upon, the chances are favorable to his leaving the store in a bad temper without purchasing anything. Not only does he thus become antagonistic to the store, but a vision of the badly managed store is apt to come up in his mind several times during the day, and he is likely to tell his friends about it, and influence them against that shop.

Even in a small shop the careful merchant can arrange his stock so as to make a comprehensive display, yet maintain neatness. There is a decidedly commercial value in the careful arrangement of stock, for a moment gained in reaching the article desired by the customer often results in a sale to other customers in the store, who would have left had there been a long delay in filling the first man's order.

A few hours spent in a careful study of how every inch of space in the store may be utilized to best advantage will pay the proprietor many times over. It is just such points as these which put one store ahead of its neighbor.

In America to-day the retail Hardware merchants of every section of the country hold annual meetings at which they discuss with one another such points as these. The result has been marked, and the same spirit is being shown in other parts of the world, notably Australia, where the progressive Hardwareman keeps a watchful eye on what his American brother is doing. One means which progressive Hardwaremen are using to increase their sales is the installation of phonographs and other attractive novelties, which tend to bring women and children into the store, as their influence is potent on future sales. Also, by making the Hardware store attractive, the merchant educates the public up to a higher regard for Hardware stores and dispels the old-fashioned ideas regarding its dullness.

Merchants find it very much to their financial advantage to make their stores as neat and attractive as possible. The effect is far in excess of the effort.—*American Exporter.*

THE GENERAL OUTLOOK

BY OSCAR K. LYLE*

THERE is less money passing in speculation because it is so well employed in the conduct of good business generally. It is when business is dull that money becomes plentiful from idleness and finds its way into the banks and is most employed in the securities market. The latter has continued in the quietude of many weeks and presents the condition of an over-supply to handicap any movement for general appreciation. Money is that well employed in active channels that investment offerings are but moderately taken. Those who traffic in bonds complain of the limited demand so in contrast with a year and two years ago. In the interior the banks show deposits suggesting that the farmers have been piling up money and growing independent. In this condition their marketings of grain and stock have been more deliberate and profitable for that reason. Interior banks are seeking to loan money. There is a difference in having their clientele depositors rather than borrowers. It has been said in much truth that the cattle and hogs packed in the West are bought and packed on the farmers' money. Some gold has gone abroad but there is not now apparent any trouble, and it is reasonable to believe we will drift along in the conditions now prevailing for some time to come.

GRAIN

In the month of July the climatic conditions favored the corn crop, and the gloom of a month ago was dispelled. The cold weather incident to June this year made great delay in the growth of corn. So much so that on July 1st, in the general verdict, the crop was from two to three weeks late. Hot weather, with ample moisture in the past month, made a wonderful growth and so abridged delay that it is probable it may yet be fully overcome. The corn crop, on its present showing, suggests about the average of the past five years. It is planted on more acres, but is that deficient in stand, with other blemishes, that it cannot reach the high records of two years past, even should it escape damage from an early frost visitation.

Winter wheat has been secured and final figures will be better than indicated a month ago. A great change came in Kansas where a timely rain in June exercised a magical influence in the sections of low promise. Results following have been a surprise in exceeding expectations. Treating the crop generally, it looks like near 400,000,000 bushels winter wheat. Spring wheat is not matured and is in apprehension from its tardy growth, together with the possibiity of a frost appearing in this month and causing great damage. With traders the expectation is for about 600,000,000 bushels of all wheat. This quantity, supplanted by the large remainder from last year, suggests a good surplus that Europe will need. The promise of prices is highly encouraging and to the probable export demand must be ascribed their good level in the markets. The oat crop is short. But how short not yet determinable. To warrant prices, as now made, the shortage must prove to be very serious. It may be that from the Northwest, Minnesota and Dakotas, wherein were raised 159,000,000 bushels of oats in 1906, as much as 200,000,000 will come this year. In that quarter is expected a greater production to partly offset shortages indicated elsewhere. Prices on all grains are satisfactory to the farmers and above the average prices of recent years.

COTTON

From all that is being said regarding crop probabilities, it is evident that expectation is now for a larger production than entertained a month ago. A growing crop over so large an area as is planted each year in cotton is not determinable in quantity, but somewhere between eleven million and thirteen million bales it is likely to be. The crop has had more than the usual drawbacks to overcome. At this time the general situation has improved and is improving. The official report that appeared on August 2nd, giving a condition of 75 as of July 25th is not capable of satisfactory expression in bales. On the same date in 1905 the officially declared condition was 74.9 and practically the same. In 1905 a planted area of 26,999,000, as revised in deference to much clamor, produced 10,168,000 bales. A similar yield this year on the 32,060,000 acres would be 12,215,000 bales. The price of cotton around twelve cents is one fitted to a short crop. In the belief of traders the needs of the world are for not less than 12,000,000 bales. Shoud it eventuate this country has less cotton to sell to foreign countries the higher price for it may bring to us as much money. Money in payment of cotton sold for export is the great factor in our prosperity. As ever, in passing on crops in their growth, conditions can arise for better or worse. The date of frost appearance, with the crop, at this time regarded several weeks late, will have much to do in shaping the outcome. On the whole the situation in cotton is better than recently, and in its very worst treatment is not so bad as to be calamitous in any way.

*Mr. Lyle, who writes regularly for HARDWARE, is considered the highest possible authority on financial and crop reports. A great part of his time is spent in the important farming districts, and upon the accuracy of his report rests the responsibility for the judicious employment of vast capital, the interests of which investors Mr. Lyle represents.

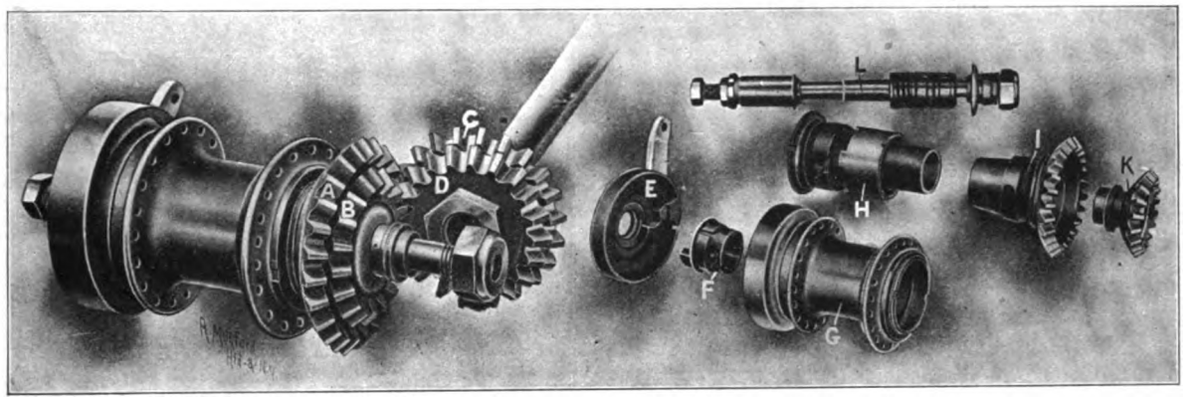
BICYCLES A PROFITABLE SPECIALTY FOR THE HARDWARE TRADE

BY G. H. DIRHOLD. FOURTH PAPER*

A LIST of the sundries or accessories to the bicycle would be too voluminous to be enumerated, but prominent are lamps, air pumps, tires, bells, cyclometers, etc.

The main reason, and the greatest, why the Hardware dealer should handle a line of bicycle sundries is to induce the people to visit his store and at the same time give him a line of specialty goods on which the investment is small and the profits exceptionally liberal. No doubt the Hardware trade generally like the good old methods which served them so well in the past generation—but stop and think. The customers of that generation are not the customers you hunt for now. The up-to-date Hardware dealers of to-day want the buyers of to-day, and they want more than are seeking for them, more than the regular Hardware store will bring without other attractions than those that drew the past generation to the exclusive Hardware store.

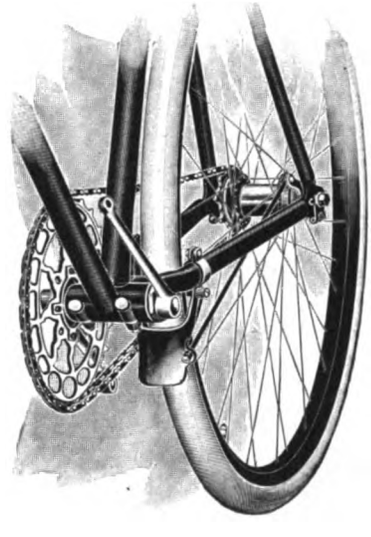
Most Hardware stores long established have enough spare room that can be made profitable for side-lines, such as bicycles and sundries, and which would attract and yet not detract from the main interest. There are the many sundries, such as bells, lamps and saddles, each one of which if featured would be sufficient attraction to keep interest alive for a month. On the whole, I think sundries are principally neglected now because the line seems old to us. Suppose they are old to us. They are and can be made new to the present public. With the large wave of new bicycling favor now rolling over the country, everywhere a line of sundries is more valuable now than when cycling was in its infancy, and if handled with skill and kept up-to-date will excite the same interest, if not a greater interest, than before.



COLUMBIA CHAINLESS TWO-SPEED GEAR AND COASTER BRAKE, HUB STYLE



CUSHION FORK



"SPOON" STYLE COASTER BRAKE

The present condition of the bicycle industry warrants you in looking on the bright side of the sundries business. Understand, we are not having what is usually called a

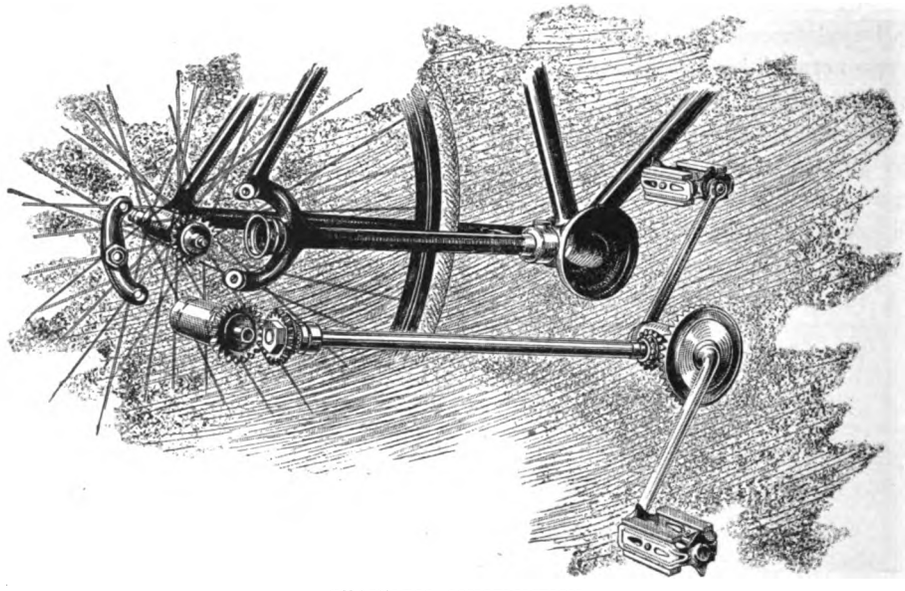
*This is one of a series of similar articles Mr. Dirhold is contributing to HARDWARE. The last of the series will appear in our next issue.

"bicycle boom." We don't want any. The worst thing that could happen to the business would be to have a repitition of the bicycle boom we had in times past. A boom is always followed by a reaction, which usually lasts about ten years. We are now having a steady, healthful growth and a good demand for use and every-day general utility wear. Bicycles to-day are being bought for practical use. Prices are low and the time to buy and sell bicycles is when they are low, and not when they are high and the temporary craze is on. Careful and judicious investment in an up-to-date line of bicycle sundries will pay the Hardware dealer nicely who takes them up and presents them to his trade in the right spirit and manner.

When you sell a man a new mount then is the time to tell him that you also carry a well-equipped stock and up-to-date line of bicycle sundries, and that he need never be "held up" for need of any sundries or accessories. This only takes a few minutes' time and your customer will be apt to remember you, and before you hardly realize it you are increasing your sundries business and decreasing the cost of getting it.

The great majority of people to-day are beginning to realize that the bicycle to-day is a matter of economy and convenience, as well as good health in its relation to life, and its varied application to every-day use. In this respect it ranks with, or above, the clock, stove and other articles of most common utility. To-day the bicycle is found in every country. It is being marketed through almost every channel of trade, so that the exclusive bicycle store is rapidly becoming a thing of the past.

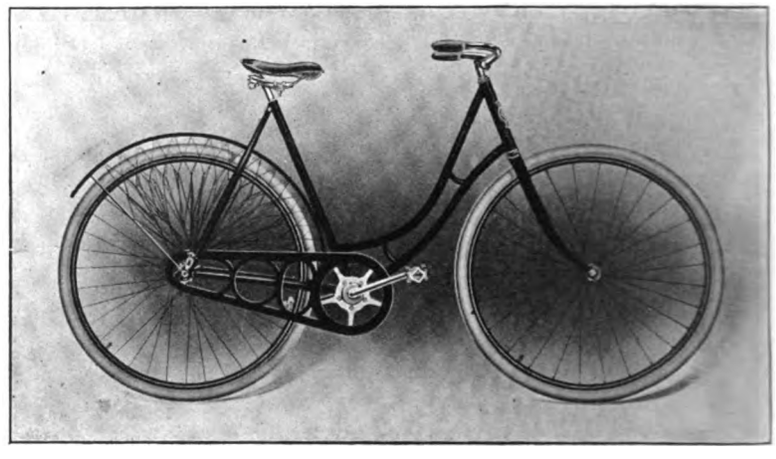
Everywhere the bicycle adds to health, comfort and enjoyment. It is rapidly becoming a necessity in its particular sphere of use, and on that account will prove a stimulating trade factor for the Hardware dealer to take up and actively push as a good, profitable and easy-selling specialty line. The best Hardware merchants are selling bicycles and making money doing it. The bicycle is becoming more and more a mount of convenience, an unfailing source of profit to push and sell. So no wonder it has found a home in nearly every line of trade. No wonder we find it on sale in the best, the newest and the most enterprising Hardware houses, and in every Hardware store bicycles and bicycle sundries may be profitably



CHAINLESS CONSTRUCTION



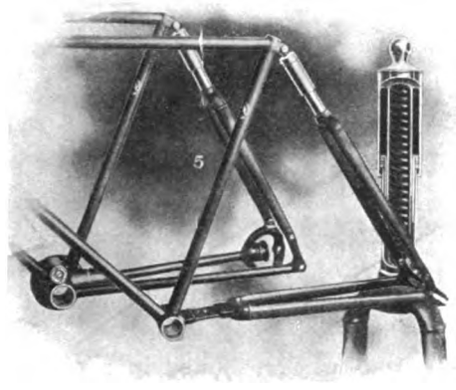
MODERN CHAINLESS BICYCLE



MODERN LADIES' WHEEL, CHAIN DRIVE

placed, and what is still better, profitably sold and handled.

Yes, Mr. Hardware Dealer, bicycles and sundries can be most satisfactorily and most profitably sold right along

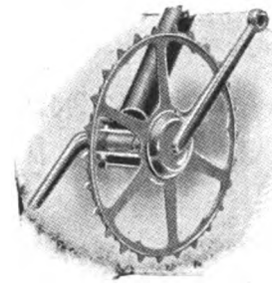


CUSHION FRAME CONSTRUCTION

with your other stock—if properly presented—if properly displayed—if fairly handled and given the right kind of selling attention, which means only a fair show of time and attention with the balance of your varied stock. There is nothing in the past history of bicycle selling that argues against their practicability or their beneficial effect in any community.

The vital question with many Hardware concerns nowadays is how to keep in touch with the many side lines that are being offered them, and how best to display and sell them. After a good specialty has been obtained and introduced, the next thing to do is to keep it moving at top speed. To keep the sale "gingered up," as the sale manager would say, and for this purpose I don't know of any better incentive than to offer your clerks a P. M. or cash prize as an incentive to study and push the new line for all there is in it. If the bicycles you handle are good and reliable, and of course they are, the cash prizes offered will be paid for many times over by the increased wheel business secured.

I believe most any Hardware dealer can sell bicycles, but to sell bicycles at a profit is the point. The average Hardware dealer will find his sales increase as he displays new styles of up-to-date goods that have merit. Usually all that is required is to call the customer's attention to the new article and explain its utility, and in a few weeks



CRANK CONSTRUCTION

his neighbors are asking to see them. Learn to take advantage of all these opportunities, and try to make your store the best bicycle store in town. A little talk to-day may give you a good bicycle sale to-morrow or next week.

SCHRADE CUTLERY CO. INCREASE THEIR CAPACITY

The Schrade Cutlery Company of Walden, N. Y., have recently installed considerable new machinery which will increase their output fully 25 per cent. One machine which they have recently installed is of particular interest, viz., a shielding machine. This is a machine for boring out the recesses for the shield-seats in pocket-knife handles. The old system for doing this work was using a bore-drill and a breast-plate. A day's work consisted of boring out the shield-seats of 100 dozen knife-handles in ten hours. This new shielding machine, designed and patented by the Schrade Cutlery Company, will bore out from four to five hundred shield-seats in ten hours. The machine is simple in construction and operation. It is the intention of the Schrade Cutlery Company to supply these machines to other manufacturers.

If American manufacturers wonder why their agricultural machinery is not more in demand, a visit to the German Agricultural Exhibition held in Dusseldorf in June of this year would tell the story at once. There were found imitations of nearly every American invented machine ever made for the lightening of agricultural labor—somewhat disguised, perhaps, but recognizable from their general resemblance. Exceptions to this statement may be made with regard to the steam thrashing machines and plows, but the reapers, mowers, hayrakes, harrows, and the like bore a striking resemblance to American machines.

The only American machines noticed on exhibition were self-binders, mowing machines, self-rakers, harrows and hayrakes. There was an endless variety of plows, but no American-made ones were noticed. The plows looked heavy, awkward and poorly made. If American manufacturers want German trade, they will have to make plows to conform to German ideas of size, shape and style. The plows on exhibition ranged in size from the one-cow plow up to the steam mammoth of the English Fowler design, though made in Germany.

Erie, Pa.'s reputation as a stove town is steadily growing. One of the concerns working to that end is evidently the American Beauty Stove Company, which over a year ago succeeded American Beauty Gas Stove Works. A new three-story building is being erected and will be equipped with modern machinery. It will be larger than the old plant, and the two will therefore more than double the capacity.

BIRTHDAYS

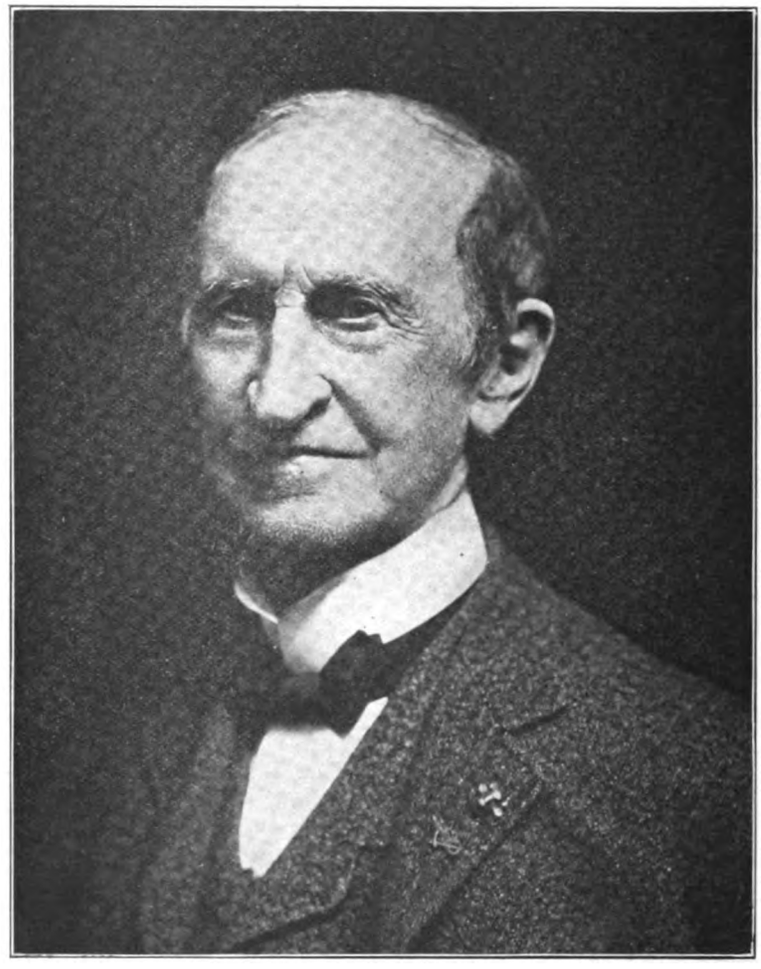
Since Mr. Frederick F. Lockwood has assumed the charge of HARDWARE, Produce Exchange, New York City, he has made that paper, with the assistance of Henry W. Wilson, secretary, and George F. Bradford, editor, second to none printed in the United States. With their July 10th issue they reach their seventeenth birthday, and appear in a beautiful, stylish white cover, that makes HARDWARE as attractive as a young girl at her coming-out party.—Trade Press List for August, 1907.

HOW THE FIRST HARDWARE STORE CAME TO CHICAGO

LAUNCHED IN 1835, UNDER THE FIRM NAME OF JONES & KING, AT A TIME WHEN CHICAGO (THEN FORT DEARBORN) HAD LESS THAN 1,000 POPULATION.

BY ROY O. RANDALL

SEVENTY-TWO years ago the first Hardware store in Chicago was established by William Jones, father of Fernando Jones, famous in the Windy City as "the man who discovered Chicago." A few days ago Mr Jones, now 88 years "young," told a representative of HARDWARE the story of the beginning of the Hardware trade in what is now the second city of the continent.



FERNANDO JONES

"I was born May 26, 1819," said Mr. Jones, "on the borders of the Seneca Indian reservation west of Buffalo. As a boy I roamed through this domain of Chief Red Jacket and learned the language of the Senecas."

It was in 1834, I recall, that my father conceived the idea that Chicago was destined to become a thriving commercial town, and he soon began making his plans for entering business here. From the outset he had in mind putting in a stock of stoves. He went to Buffalo to see about placing an order for stock with which to equip the projected establishment, and it was while there that an incident occurred which resulted in a change and enlargement of his plans. He had stopped in the commission house of the Wilkinson's, a big concern in those days, and in the course of his conversation made mention of his plans for going to Chicago. A member of the firm exhibited considerable interest in the matter and finally told my father that if he were willing to take into partnership a young man at that time employed by them and whom they wished to assist they would be only too glad to be of any service to him possible in the establishment

of his new venture. They said further that they would advise putting in a general Hardware stock and not limit it to stoves, as had been my father's notion. The deal was closed then and there, and Byram King, the young man referred to, became my father's associate in the enterprise. Afterward he became his son-in-law, as he married my sister Emily.

Before the stock was shipped from Buffalo, however, my father and I made a trip to New York City, and one of the incidents of that trip made a deep impression on me. This was a visit to the office of John Jacob Astor. My father unfolded his plans to Mr. Astor, who did not exhibit as great enthusiasm as my father in the future prospects of the village at Fort Dearborn. Mr. Astor expressed the opinion that Green Bay would more likely become the great trading center in the neighborhood of the great lakes, and suggested to my father that he reconsider his purpose in going to Chicago, which town, Mr. Astor thought, had less to offer than the Wisconsin port. Regardless of the great financier's counsel my father went ahead with his plans.

We arrived at Chicago from Buffalo on the brig Illinois, May 26, 1835, my sixteenth birthday anniversary. Besides Mr. King we were accompanied by Capt. James Sinclair, who was a boss tinsmith and the first of his trade to enter the wilds of Illinois.

The firm of Jones & King opened its store in South Water street. At that time Chicago's population probably was less than 1,000, and of course there were no street numbers. The store, however, was located midway between Clark and Dearborn streets and, I should judge, about at the point where No. 111 is now.

The bulk of the stock which went to make up the first Hardware store in Chicago was supplied by Shearer, Paine & Strong of Buffalo, and in addition to a complete stock of stoves, such as were obtainable in those early days, shelf Hardware, wheelbarrows, picks, axes, and later, wagons, were carried. The first farm wagons handled here were made in Buffalo and in Ohio. The manufacture of wagons was undertaken soon thereafter here by Peter Schuettler, and as there wasn't a better wagon made, it soon supplanted all others in use in this section of the country.

I suppose the stock carried by Jones & King invoiced about $7,000 or $8,000. While a large part of their supplies came from Buffalo, two or three large New York houses were dealt with for goods that could not be had in the city farther west. Transportation was by way of the great lakes, that is, for obtaining our goods from the East. We did not attempt any wholesale business and the distribution of merchandise to inland points from Chicago was usually done by our customers themselves on the occasions of their infrequent visits to market the products of their farms. Passenger traffic in those days was all done by means of stage coaches as there was not an inch of railroad west of Buffalo. No coal was available, and the fuel burned in the massive cast stoves of the period, the Wilson type, was wood. But wood was plentiful then and a great deal of timber was cut in districts bordering the Chicago river, long since within the city limits.

Business was good in those days and there was no complaint of stock dragging. There were no remnants. Everything was cleaned up closely. The farmers along the Desplaines river, then as now a productive valley, would drive to town with loads of cordwood, and these were traded for salt and tar and for all kinds of Hardware, picks, knives, shovels, field implements, building material, cut nails and cutlery for their primitive tables. Incidentally, the cutlery of that period was nearly all of English manufacture, and Sheffield was better known than are the manufacturing towns of Connecticut to-day. There was then little Hardware business done west of Detroit until my father's store was opened in Chicago, and it will be readily understood that his territory for trade was exceedingly large, though sparsely settled. Prices here three-quarters of a century ago were double New York cost except on small articles. On these prices were quadrupled. The business was conducted successfully until difficulties were encountered in the financial crisis of 1837."

Fernando Jones seems always to have had a liking for the Indians. After coming to Chicago, through a kindly interest, he ingratiated himself into the tribe of the Pottawattomies and finally was adopted by them and given the name of Op-ta-ge-shik, "the man who talks," or "the orator." One of Mr. Jones' cherished possessions is a fancy Indian costume prepared for him many years ago by the wife of an Indian chief.

The Utica Drop Forge and Tool Company have started work on their new factory, the old one having been destroyed by fire on June 25. The new plant will have nearly double the floor space and manufacturing capacity of the burned plant, and will be 275 feet long and 130 feet wide.

ROBINSON CRUSOE'S GUN IN AMERICA

Robinson Crusoe's gun, the identical weapon that was the mainstay of that lonely sailor during his castaway life on Crusoe Island, is in Philadelphia, the jealously guarded property of Miss Hulda B. White, of 201 North Thirty-fourth street. The recent discovery of that fact is causing the wealthy descendants of Alexander Selkirk, whose adventures were the basis of Daniel De Foe's famous story, no little uneasiness.

The papers, showing the authenticity of its pedigree, are locked up carefully in the vaults of a local trust company. Miss White has had the gun for more than thirty years. It was purchased by her cousin at an auction in Largo, the old-fashioned Tifushire town in which Alexander Selkirk was born. The price paid was $160.00, and the Selkirk descendants have been trying to regain possession of it ever since, offering large sums, without avail.

Intrinsically the gun is not worth 50 cents. It is of a pattern invented in the year 1676, a firelock. In the days when such weapons were used the gun was loaded almost to the muzzle with powder, with a little placed in a flash pan near the hammer. When the hammer descended it struck a piece of flint, ignited the powder in the pan and the weapon was discharged.

PLAIN TALKS ON ADVERTISING

BY GEORGE F. BRADFORD*

PART II

FRANKNESS is a valuable quality in advertising, but a still more valuable thing is to have something to say, and to say it without preface, interlude or apology. Though somewhat out of place from the Hardwareman's point of view, the following advertisement of a Tombstone, Arizona, saloon keeper, will give an idea of the impression that can be produced by a combination of frankness and something to say:

"Friends and neighbors: I am grateful for past favors, and having supplied my store with a fine line of choice wines and liquors, allow me to inform you that I shall continue to make drunkards, paupers and beggars for the sober, industrious, respectable part of the community to support. My liquors will excite riot, robbery and bloodshed. They will diminish your comforts, increase your expenses and shorten life. I can confidently recommend them as sure to multiply fatal accidents and incurable diseases.

They will deprive some of life, others of reason, many of character, and all of peace. They will make fathers fiends, wives widows, children orphans, and all poor. I will train your sons in infidelity, dissipation, ignorance, lewdness, and every other vice. I will corrupt the ministers of religion, obstruct the Gospel, defile the church, and cause as much temporal and eternal death as I can. I will thus 'accommodate the public;' it may be at the loss of my never-dying soul. But I have a family to support—the business pays—and the public encourages it.

I have paid my license and the traffic is lawful, and if I don't sell it, somebody else will. I know the Bible says: 'Thou shalt not kill,' 'No drunkard shall enter the kingdom of heaven,' and I do not expect the drunkard-maker to fare any better, but I want an easy living and I have resolved to gather the wages of iniquity and fatten on the ruin of my species.

I shall, therefore, carry on my business with energy and do my best to diminish the wealth of the nation and endanger the safety of the State. As my business flourishes in proportion to your sensuality and ignorance, I will do my best to prevent moral purity and intellectual growth.

Should you doubt my ability, I refer you to the pawnshops, the poorhouse, the police court, the hospital, the penitentiary, and the gallows, where you will find many of my best customers have gone. A sight of them will convince you that I do what I say. Allow me to inform you that you are fools, and that I am an honest saloonkeeper."

Tom Murray, of Chicago, sells gents' furnishings. His goods are perhaps no better than those carried by any other first-class dealer in the same line, but he has made a big success and established many stores in different parts of the city by simply using the street cars and his own show windows, employing no medium other than a

MY! BUT THIS IS HOT WEATHER!

And isn't your office or store nice and cool?
Think of your wife at home, stewing over a hot stove!
Stop at Howard's to-night and buy her a gasoline stove. It will be an agreeable surprise to her—just like it used to be before you were married, when you brought her candy and theatre tickets.
We have these stoves in all sizes and prices, and can suit you in all respects.

blue pencil and white paper. Everybody reads Tom Murray's ads, not because of their crude appearance, but because they *say something*.

We cannot impress the necessity of eliciting the interest of readers too strongly upon the trade. It is not the size of the space you occupy or the manner of display that makes advertising profitable, but what you say. A large and beautifully displayed ad will be forgotten the moment the page is turned over. It is the unexpected and

FREE ICE CREAM AT HOWARD'S
A LARGE and GENEROUS DISH

of the frozen delicacy (many times the usual demonstration allowance) is provided for all who call at our store this week between the hours of 3 and 5 p. m.

You do not have to buy anything to obtain it, neither will you be requested to leave your name or write a testimonial.

All we want is to show you what superior cream can be quickly frozen from ordinary ingredients in the wonderful

GREENLAND FREEZER

We will *prove* it to you in a practical and refreshing way. Come and get your share. It is made right before your eyes.

unusual which attracts the reader and makes your words stick in his mind. Your grammar may be poor, but that is not half as bad a quality as conventional and prosaic dullness. The man who buys the paper containing your ad does so for the reading matter contained therein, and considers the advertising somewhat of a disturbing element. Therefore, he is going to read the latter only on compulsion.

The following dialogue took place over the 'phone the other day:

"1152 West, please."
"Hello! Howard's?"
"Say, come up and fix my tin roof, can you?"
"It LEAKS, that's what's the matter. What did you think? That a cow had run its foot through it, or that Bielas' comet had———"
"O, yes. This is Smith."
"No, Sam Smith."
"Sam Smith, I said."
"S-a-m Sam S-m-i-t-h Smith. Sam S. Smith. S. S. S. Swift's Sure Specific. Understand that?"
"Talk louder? I'm black in the face from shouting now!"
"I'm not a blacksmith. I'm SAM S. SMITH."
"Hello, central, give me a better connection. Ah! That's better. Say, Howard, come down and fix my roof while it's dry weather. It's leaking pretty badly. Can you be down to-day?"
"Yes, all right. Good bye."

There's a point in the above which the reader is liable to overlook, and that is to have Howard Hardware Co. fix your roof before your plastering falls or the wall-paper peels and has to be done over.

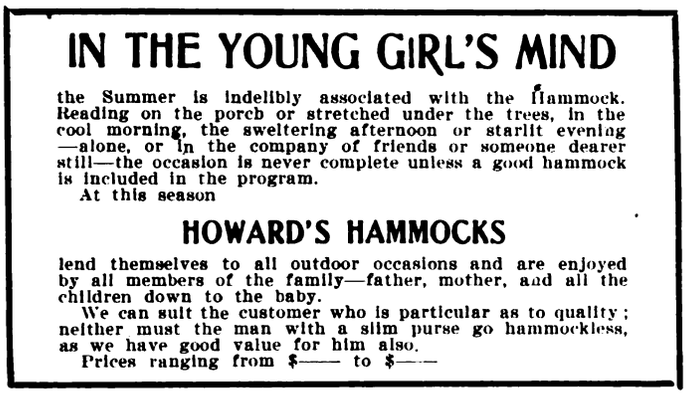
Call them up and the job will be done right.

To be sure, the selling of Hardware is a dignified calling. But how many of your customers, actual and prospective, look upon it in the same light you do, or are ectuated by real love for it, or faithfulneess to the traditions of conventionality? There are other dealers in Hardware in your town beside yourself, as like as not, and there is a certain amount of floating trade which goes to the store that adopts popular methods. The grocer who does not like sugar or coffee carries these things for his customers who do, and so you must adopt methods of advertising which will bring your name and your

*Mr. Bradford, an advertising expert of high standing and long experience, will make free and valuable criticism on our readers' local advertising. Send samples and necessary information to HARDWARE PUBLISHING CO., marked "Advertising for Criticism." Reply will be sent immediately.

goods into the brightest possible light of publicity.

We have purposely made our examples in this install-



ment follow these lines. If you should decide that they are forceful and attractive, do not hesitate to use them because of the idea that they will lower your dignity, for they will do nothing of the kind. Try some of them in your local paper and see if they do not bring a greater number of inquiries than usual.

Display is not to be wholly ignored. We would advise the use of illustrations whenever possible, and also that the headline should be larger than any other line on the ad. Two or more lines of the same size in an advertisement serve to distract the attention of the reader from the main idea it is intended to convey. This should always stand out bold and prominent. Unless your meaning is plain people will not hunt for it.

One large line of type which will serve as a suitable introduction to the text and illustration is the most desirable.

In our next paper we will show up the weakness of much of the Hardware advertising at present used by the local dealer.

IRON AND STEEL CONDITIONS

BY B. S. STEPHENSON

It has become a common practice to refer to the iron and steel trade as a sort of business barometer, reflecting in its more important movements the trend of affairs in the industrial world generally, and only a little research is sufficient to show that in the main its indications have been of surprising accuracy. Granting this, it is quite apparent that, dealing as it does with the all-important question of raw materials, the iron and steel industry is so intimately associated with the Hardware field as to form a much more certain index to current and future conditions there.

Almost without exception, the diverse branches of the metal industry report the situation distinctly easier. Manufacturing interests are manifesting unusual eagerness for orders, deliveries have grown much shorter and, in the main, the tendency of prices is downward. For the first time in almost a year it is now possible to buy Number 2 foundry pig iron on the basis of $20.00, northern furnace. Early in September of last year it passed this mark and climbed rapidly until it ranged for a considerable time above $25.00 at the furnace, carrying upward in its wake practically all lines of finished and semi-finished products. Since the beginning of the current year, however, many new furnaces have become producers, a considerable number of stacks have resumed operations with largely increased capacity and scarcely a workable plant has been idle, except for necessary repairs.

During the first half of the year almost 13,500,000 tons of pig iron were produced, which was about 900,000 tons more than the output during the corresponding period of 1906. All through the Spring and early Summer, this enormous tonnage was readily absorbed, together with large lots of British iron, the importation of which was made possible by prevailing high prices. Of late, however, it has become more and more apparent that, for a number of widely-discussed reasons, the business activities of the country are easing up a bit from the terrific pace of the past two years and the iron market has been quick to respond. The importation of British iron has ceased and prices have gradually dropped, while producing interests have begun a more active campaign for orders. There are few who will admit that any violent recession is to be experienced; rather the feeling is that the run of business will continue through the Fall and Winter at an ample rate, though moderate in comparison to the period just ending. That there will be an abundant supply of iron, however, is indicated by the fact that at the beginning of the second half twenty-nine furnaces were in course of construction and thirteen were projected.

Finished lines do not immediately respond to changes in iron prices. For this reason in many cases they are on about the same level as at the beginning of the year. Crude steel discloses little change, Bessemer billets being quoted at $30.00, Pittsburgh, against $29.50 on January 1, and open hearth at $30.00, against $32.00. Common iron bars can be purchased in quantity on the basis of $1.65 per pound, Pittsburgh, which was the price prevailing at the opening of the year, but with scrap iron sagging steadily lower prices would not be surprising. Agricultural implement manufacturers in most instances have covered their requirements for the season in steel bars, which are quoted at $1.60, Pittsburgh, the price January 1. Current buying is light, though specifications are extremely heavy.

In wire products mills are taking advantage of the mid-Summer lull to catch up somewhat on deliveries, but the demand continues so urgent that little headway is being made and jobbers are still without large stocks. In carload lots to retailers the Pittsburgh price on wire nails is $2.05; on painted barb wire, $2.20; on galvanized wire, $2.50; on smooth fence wire, $1.90; and on cut nails, $2.15, these figures generally being the same as at the beginning of the year.

Sheet and tin plate manufacturers are now able to give considerably better deliveries, but prices are still maintained. No. 28 corrugated roofing, painted, is quoted at $1.90, Pittsburgh, per square in quantity, and No. 28 galvanized at $3.25 per square. No. 28 black steel sheets, one pass, are quoted at $2.60, Pittsburgh, and No. 28 galvanized at $3.75.

Prices on nuts, bolts and rivets have been reaffirmed, though there is some shading on nuts and bolts. Somewhat lower prices are prevailing on articles made from copper, lead and zinc, as a result of the recent sharp break in these metals, and further declines are probable.

HARDWARE

A SEMI-MONTHLY MAGAZINE DEVOTED TO THE AMERICAN HARDWARE TRADE

Published on the 10th and 25th of each month by

HARDWARE PUBLISHING COMPANY

No. 415 Produce Exchange, New York

FREDERICK F. LOCKWOOD - - - PRESIDENT
HENRY W. WILSON - - - - SECY. AND TREAS.
GEORGE F. BRADFORD - - - - - EDITOR
C. H. GREENE - - - - ADVERTISING MANAGER

415 Produce Exchange, New York

SUBSCRIPTION $1.00 PER YEAR TO FOREIGN COUNTRIES $2.50
TO CANADA, $1.50
TEN CENTS A COPY
ADVERTISING RATES ON APPLICATION

Address all communications to HARDWARE PUBLISHING COMPANY

Entered at the New York postoffice as second class matter

Communications upon subjects of interest to the trade are always acceptable, and will be paid for at current rates. The Hardware Publishing Company has no prejudices, and encourages unknown authors to find an audience through the columns of HARDWARE. The only stipulations are that articles must be timely and interesting, and that when possible they shall be accompanied by appropriate illustrations consisting of photographs, drawings, or rough sketches from which finished drawings can be made.

VOL. XXXV AUGUST 10, 1907 No. 9

STILL ANOTHER

In these days when the descendants of the Mayflower pilgrims are numbered by hundreds of thousands and Stradivarius violins are still being discovered daily, it will be no surprise to learn that after lying thirty years in a collection of curios, Robinson Crusoe's gun has been located in Philadelphia. Perhaps, after all, this is the Sleepy Hollow of Irving's dream. Now, if Scotland wants to retaliate let her discover Rip Van Winkle's musket.

SEEKING AN EMPLOYER

The employe can not go above the head of the house. If the man in the private office is narrow and fossilized he will allow the best brains in his employ to stagnate and become useless by surrounding them with a maze of limitations and red tape which will put a damper upon the most ardent enthusiasm.

Instances of the superior judgment of minor employes over the executive head are numerous. The risk of exceeding authority combined with the element of doubt as to the final outcome restrains many a man of force from rising to his proper level. The heavy hand of the arbitrary boss laid on such a man is like an adverse tide which sweeps the swimmer away from the shore as fast as he gains headway, until finally he gives up and floats with the current.

Andrew Carnegie made his first success when, as a mere telegraph operator, and a boy at that, he took upon himself the duties of train dispatcher unknown to his incompetent superior, and moved a freight blockade, bringing all the trains safely to their destination and saving his road thousands of dollars. The buyer who watched the markets and loaded his firm up with great quantities of goods which brought them enormous profits upon an unlooked-for rise, the advertising manager who first thought of appealing to consumers on a large scale, the plunger who opened the door to millions by spending all of his mother's capital on a full page in a Boston daily in which to exploit her vegetable compound—these are precocious examples which have pointed the way for the rest of mankind.

One of Mr. Carnegie's life mottoes is to "break orders to save bosses." This requires much real ability, however, as well as the opportunity. A much better way is to seek the employer who will give the opportunity. A man will fail under one employer and succeed wonderfully under another. Superior energy must have its own way, even though it interferes to a certain extent with the polily of the house.

Give such a man leeway. He will make some mistakes, to be sure, but he will make more successes.

CATER TO THE LADIES

It has been said that eighty-five per cent. of store purchases are made by women. This may be an excessive estimate, but there is no doubt that they represent the majority of shoppers. It is true that women do not frequent Hardware stores to any great extent—because the Hardwareman does not carry the class of goods to attract them.

If eighty-five per cent. of the buyers are passing you by, it is time you tried to interest them, not only in your display, but your advertising. It is the women who read the advertisements in the local papers. Take this for your cue, and also remember that they will not come into a dirty and ill-arranged store. Display your china and glassware on tables in the center of your floor. Next to clothing and wearing apparel, the ladies are interested in those goods which will beautify the home. There is also a practical side to their demands, which is represented by tinware, graniteware, kitchen utensils, stoves, etc., which all Hardware stores carry, and the sales of which could be greatly increased by attractive display and courteous treatment.

But it is beautiful ware first of all to attract the ladies.

STORE ANGELS

A certain Chicago alderman from a downtown ward maintains the support of his constituents and insures his continued re-election by a trick which should teach a lesson of tact to all. Although really a teetotaler, he has acquired the reputation of drinking straight gin in a manner calculated to shock even the ultra-refined sensibilities of a South State street beverage clerk. His appearance is the signal for an all-around set-up. In the preliminary conversation with the "boys" he transposes his glass of gin for the glass of water, both of which are

colorless, and tosses the latter off without a wry face; neither does he wash it down afterwards.

These tactics indulged in only before election time would brand him as a hypocrite. But to drink indiscriminately with the boys is the greatest mark of politeness and respect the lower strata of men comprising his constituency know.

Politeness in the store is too frequently laid off with the working clothes and forgotten on the street. Are you a "store angel?" Are you consistent when you meet your customer outside of business? Do you extend him the same glad hand that you do when you see a sale in sight? If not, he will brand you as a hypocrite who sells his smiles and handshakes at so much per. People like consistency as much as they hate the other thing.

Certain stores give their salesmen turns of half a day off each week during the dull times, but the salesmen are expected to devote at least a portion of that time to cultivating old and making new acquaintances in order to increase their "see you" and thus build up the store's patronage.

DON'T BE A "SHUT-IN"

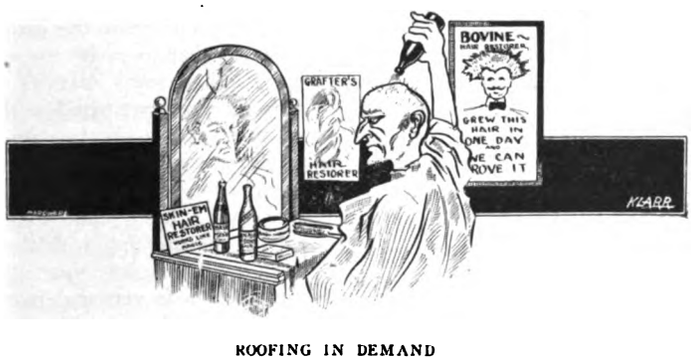
The buyer who barricades himself behind innumerable doors and makes himself as inaccessible as possible to the end that he may not waste his time upon the unworthy drummer does so at the expense of his own firm. Actual indifference to the traveling salesman has long since been demonstrated to be a losing game. It may contribute to the buyer's sense of personal greatness, but as a rule this exists only in his imagination.

Your competitor who gives the drummer the attention he deserves puts himself in touch with the large affairs of the outside world calculated to affect his own business, and is only too glad to see you play the clam.

ARE YOU A GOOD MANAGER?

A real manager does not try to shoulder all the work in the house and take care of it himself. He knows that almost every hour of the day there is something going to turn up which will require his very best judgment, and time to consider it thoroughly. He cannot do that and at the same time take care of a mass of detail work. If he attempts it he is not a real manager. He may be filling a manager's chair and drawing his pay, but he is really nothing but a substitute for a manager, or a manager in the kindergarten stage.

Thousands of good men are to-day fooling themselves into the belief that they are properly managing a business, when in fact they are slaves to the detail work of the business. They fear to delegate authority to their subordinates, when in fact that is exactly what should be done. All worthy subordinates are anxious to shoulder responsibilities, knowing that their real value depends upon such action, and a judicious selection of assistants is one of the main duties of a real manager. He knows he cannot take care of all details and he at once puts all that work in competent hands, and then he gets a short report to show how that part of the work is going. He realizes at once that if he has the right kind of help the business will run along well, even though he is not there, but with an outfit of poor help he would be unable to do anything, no matter how hard he worked himself. This is a little point which is often overlooked by men who wish to be managers.



ROOFING IN DEMAND

AMERICAN FIREARMS IN AFRICA

"By resolution of the firearms board, the following regulations—value given in American money—were prescribed governing the importation of firearms into Africa by licensed dealers.

"In future the minimum original net value of firearms in Europe allowed to be imported will be as follows: Sporting guns, single barrel, $9.73; sporting guns, double barrel, $14.59; rifles, single barrel, $14.59; rifles, double barrel, $19.46; rook rifles, $4.86; revolvers, $4.86; pistols, $4.86. All riffes must bear English proof marks stamped upon them.

"These regulations do not apply to firearms imported for private use, and any one is at liberty to import such as he fancies, but only one at a time.

Africa prefers American guns, revolvers and ammunition. Consul E. S. Cunningham, of Natal, says that he has had numerous requests, principally from persons desiring to order for their own use American shotguns or revolvers, for permission to see catalogues of these articles.

IT IS TO LAUGH

THE SUMMER VACATION

40 weeks' anticipation,
10 of bustling preparation,
1 to pack and reach the station;
1 of final realization.

52 —*Outing.*

USING HIS FRIENDS

When Thomas A. Edison was living in Menlo Park, a visitor from New York said to him one day:

"By the way, your front gate needs repairing. It was all I could do to get it open. You ought to have it trimmed, or greased, or something."

Mr. Edison laughed.

"Oh, no," he said, "Oh, no."

"Why not?" asked the visitor.

"Because," was the reply, "every one who comes through that gate pumps two buckets of water into the tank on the roof."—*Washington Star.*

"Ah, that's pretty!" said Snooks, looking over a number of architectural designs. "What is that?"

"That," said the architect, "is a fifteen-hundred-dollar bungalow."

"What will it cost to build it?" asked Mr. Snooks.

"About $8,000," said the architect.—*Judge.*

Illiterate spell-binder.—"Fellow citizens, when these principles of ours is triumphant we shall have happiness and prosperity from Maine to California, from Florida to Alaska, from Alpha to Omaha!"

CONDITION OF TRADE

Sales for July much higher than during the same period of 1906. Prospects for Fall business are so good as to warrant jobbers in ordering exceptionally large stocks. General business still at high water mark.

PHILADELPHIA, PA.

The recent report published in the newspapers to the effect that there was a falling off in July of from 25 to 30 per cent. on orders received by the United States Steel Company, as compared with the amount booked during July of 1906 might sound as a keynote for the establishment of decidedly conservative policies, but if on the other hand we consider the fact that last year buyers were eager to place their contracts early in expectation of advances which materialized later, it is not to be wondered that the volume booked this year should be less at this time, as there has not been any reduction in price, such as usually occurs during the duller months and it now looks as though no lower figures will be made.

Our sales for the month of July have shown a very fair increase over that of July, 1906, and as demand seems to continue, we look for a good trade this fall if prices are maintained, and there seems to be nothing to warrant a reduction just now. Of course copper, which has been at a higher point than for a number of years, has fallen off slightly, and we have no doubt will go still further. Lead is also lower than a month ago, but these are about the only items showing any weakness, and a number of items for next spring delivery will no doubt cost more money than last spring, on account of the past season's requirements having been contracted for this time a year ago, or in other words, before advances in costs became effective.

BIDDLE HARDWARE CO.,
D. H. REDDIE.

PITTSBURG, PA.

The July of 1907 ranks above any July in the history of the Pittsburgh Hardware trade. Part of this may be accounted for by the late season and goods usually sold in June being shipped a month late. As, however, June sales were above the average, we are forced to the conclusion that general business is still at high water mark and all kinds of goods are called for.

The general feeling which is abroad, starting from Wall street, that there is a backset in business impending, is rather an advantage than otherwise, for manufacturers and merchants have about all they can comfortably take care of at present. If there were no such feeling to cut off new enterprises, the business train would reach such a rate of speed as to bring disaster.

Travelers are off the road at this writing, and in school to the manager, getting posted for the fall campaign, which will open next week. There are few changes in prices during the past month, the only concession being in goods made of copper, while all other items are firmly held.

We expect a good fall business and have shown our faith in it by ordering in a large stock which is now ready.

LOGAN-GREGG HARDWARE CO.

CHICAGO, ILL.

Business is rather light just at the present time, but appears to be gradually increasing and probably by the middle of August fall business will be in full swing. We do not look for anything phenomenal in the way of trade for the balance of this year, but do expect a good volume of business.

Whereas, owing to high prices on a great many items, dealers have no incentive offered them to speculate or buy outside of their actual requirements, still the large majority of people are in the most prosperous condition and there is bound to be a demand for goods. For these reasons and because of the favorable crop outlook, we believe the Hardware trade and in fact, business men in general, have every cause to feel satisfied.

A WESTERN JOBBER.

DAVENPORT, IOWA

The fearful heated term of four weeks duration was almost unbearable here, but it was the making of corn. Just now we are enjoying a week of cool weather, the mercury dropping to 53 this morning. While this is enjoyable to the people it is giving the corn a severe jolt. We need and must have hot weather night and day throughout the month of August to insure a good crop which is our most staple product.

The sales have been twenty-five per cent. larger than July of last year with corresponding increase in profits and much more satisfactory collections.

SICKELS, PRESTON & NUTTING CO.

DULUTH, MINN.

The strike on the Iron Range has been practically settled and the ore docks are now in operation and quite a number of the mines began to ship.

We look for no further trouble during the balance of the season, although the output will be somewhat curtailed, owing to so many of the good men having left the Range. Not only that, but it will be impossible to make up the loss which the strike has caused.

Crop prospects have not improved very materially in North Dakota during the last two weeks. We look for a fair crop over most of the territory, but the wheat acreage, or wheat yield, will not be as much as anticipated earlier in the season. Other crops are looking well, particularly wheat and barley, and with the additional price which the farmer will receive for his grain this year, we look for as much money to be in circulation as was in the fall of 1906.

General conditions are good and the increase in trade over last year is very gratifying.

KELLEY-HOW-THOMSON CO.

OUR CANADIAN LETTER

BY OUR SPECIAL CORRESPONDENT

The most important happening of the month in Canadian Hardware circles was the semi-annual convention of the Western Canada Retail Hardware Association in Winnipeg on July 18. Owing to the neglect on the part of many members to pay their membership fees the finances of the association have been in bad shape for some time. At the time of the annual convention six months ago they were so reported and at the present gathering this was the most important subject up for discussion, the secretary making a report which practically put the question of the association's life or death before the members in attendance.

After outlining the progress made by the Western Association up to the present Secretary McRobie said: The burden of success so far has fallen on a few earnest workers, although every dealer has benefited by the efforts of the few.

The question is asked by many: "What are you doing? What has the association accomplished? We do not see any results, but as soon as you have eliminated all the evils with which we have to contend we will pay our dues."

The association cannot help those who are not interested in helping themselves. We are endeavoring to protect your business life and we should receive your united support. At this stage in the development of our new country there is the greatest necessity for business men to band together to resist the encroachment of catalogue houses and to adjust many matters of great importance, and it would be folly on your part to allow the association to lapse for want of support.

There are dealers in each district who are stumbling blocks to the successful working of local organizations. Want of confidence is so universal in these places that I have come to the conviction that it is utterly impossible to do anything with them at present.

Our position to-day as regards the jobbers is very much improved. We aim to secure their confidence and support and we are getting it in much greater degree than from the dealers

whose interests the association was formed to protect. You have arrived at that stage when something definite has to be done for the future carrying on and success of the association. I would suggest that this meeting appoint a strong committee whose duty it will be to go into the situation thoroughly and devise some means to overcome the present financial difficulty, thus securing to you a continuance of these benefits which you have so far secured from the association.

Vice-President J. B. Curran, Brandon, Man., who presided at the gathering, put the question clearly before the delegates and after a lengthy discussion it was decided that a circular letter would be sent the trade in three Western provinces of Manitoba, Saskatchewan and Alberta, outlining the results obtained by three years of organization and placing the issue clearly before the delinquent members. At the convention the feeling was unanimous in favor of continuing the association.

The situation in Western Canada is probably due to a large extent to the enormous development of the prairie country with hundreds of thousands of new settlers arriving every year. These all require large quantities of Hardware and the dealers are kept busy supplying their needs and getting after the jobbing houses and railway companies for slow deliveries of goods. This work, in fact, must keep them so busy that no time is given to write the association secretary with the membership fee. The very fact that dozens of new stores are being established every month makes the need of organization all the more important and the trade in Western Canada will be making a serious mistake if they let their organization go to pieces.

TRADE HAPPENINGS.

Charles H. Fox, manufacturers' agent, Vancouver, has taken into partnership A. H. Living, former representative at Vancouver for the Decanter-Bull Company, Montreal.

J. W. Smith, Regina, has abandoned his idea of organizing a company to establish a wholesale Hardware house at Regina. He claims that there is a good opening for a jobbing house in the capital of Saskatchewan, but not being in touch with a capable manager for the concern, he had to drop the proposition for the present at least.

The Blanchite-Process Paint Manufacturing Co., Toronto, is in the hands of a receiver.

McKelvey & Birch, Kingston, have rebuilt their store, recently destroyed by fire.

Alex. Gibb, manufacturers' agent, Montreal, has been chosen vice-president of the new Standard Chain Co., which is to erect a large plant at Sarnia, Ont.

The McClary Manufacturing Co., London, Ont., celebrated its diamond jubilee on July 12 by a dance and picnic of its 1300 employes.

D. A. McCaskill, of McCaskill, McDougall & Co., varnish manufacturers, Montreal, died in Switzerland last month.

New Hardware store recently established in Canada include: A. Monette & Co., Montreal; Christie Bros., Toronto; W. Field, Toronto; J. Fries & Son, Lion's Head; Garrett & Wainwright, Toronto; F. F. Moore, Buchanan, Sask.

Business changes include the following: Dominion Sporting Goods Co., Montreal, dissolved; Campbell & Crump, Chatham, Ont., succeeded by Campbell & Callahan; Pattison & Pfeiffer, Calgary, succeeded by Pfeiffer & Wallace; Provost & Baigne, Montreal, dissolved; Dubois, Lapiere & Bourbonnais, Montreal, in liquidation; Neveaux, Clinton & Baxter, Windsor, Ont., dissolving. Hose & Canniff, Kenora, Mr. Hose dead; George Sears, Kingston, assigned; A. R. Auger, Okotoko, Alta., succeeded by G. Thompson; Orsen Hardware Co., Hartland, N. B., store destroyed by fire; Lundy & McLeod, Edmonton, Alberta, W. D. Smith, Woodstock, N. B., taken into partnership.

INDUSTRIAL DEVELOPMENT

The Welland-Vale Manufacturing Co., St. Catharines, will increase its Hardware manufacturing plant.

The Canadian Woodenware Co., whose Hampton, N. B., factory was burned, will rebuild at Fredericton or Chatham, N. B.

Statistics gathered from thirty-seven towns throughout Western Canada show that buildings actually under way therein amount to $22,500,000, exclusive of Winnipeg. In Edmonton alone $6,000,000 will be expended in new structures.

The National Spring & Wire Co. are establishing a factory at St. Catharines, Ont.

Ham & Nott, Brantford, Ont., will double the size of their woodenware factory.

The new plant of the Supreme Heating Co. at Welland, Ont., has commenced operations.

The Wilcox Manufacturing Co., London, Ont., will enlarge its Hardware manufacturing plant.

Bergeron & Sanscartier, Montreal, will establish a knife and tool factory.

The Canadian Cutlery Co. may establish a factory at Grimsby, Ont.

New malleable iron foundries are to be established at Brockville and London.

The Chestnut Canoe Co. has been organized at Fredericton, N. B., to take over the canoe manufacturing business carried on by the Chestnut Hardware Co.

The Rund Manufacturing Co., Pittsburgh, Pa., has established a branch factory at Toronto where hot water heaters will be made.

The Fairbanks Scale Co. will erect a new factory at Sherbrooke, Que.

The Canada Screw Co., Hamilton, are spending $150,000 on an addition to their plant.

The Canadian Brass Manufacturing Co.'s new plant at Galt is to be ready for operation next month.

PRICES UNIMPORTANT IN SELLING HARDWARE

S. NORVELL, PRESIDENT OF THE NORVELL-SHAPLEIGH HARDWARE CO., ST. LOUIS, SAYS OTHER THINGS COUNT.

To tell you the plain truth, all this talk about price in selling Hardware is somewhat amusing. Price cuts very little figure to-day in the jobbing of Hardware. As a matter of fact, retail merchants buy from the salesman they like best and from the house that gives them the best service, says S. Norvell, president of the Norvell-Shapleigh Hardware Co., St. Louis. Price cuts hardly any figure as between the larger Hardware jobbers of the country.

The main issues to-day are prompt and satisfactory service. Good packing. Intelligent correspondence. Careful billing. High quality of special brands. Nice boxes. Attractive labels. The question of price is the least important of all. This statement, of course, may surprise you, but here are the facts:

A very liberal and increasing percentage of our selling prices are controlled by the manufacturers. They do not allow jobbers to sell at less than the minimum price. If jobbers do their supply of the goods will not be forthcoming.

Another large part of all up-to-date jobbers' lines is covered by special brands and other lines of goods on which they may control territory. Naturally a jobber has a fixed price on goods

he controls. Therefore, the question of price-cutting is eliminated here.

On another extensive part of the jobbers' line no man knows the value of the goods. The man who thinks he does is the most deluded of all. I refer to such items as brushes, whips, rubber goods, cutlery, paints, builders' Hardware and a thousand and one little odds and ends in the Hardware line that are very numerous, but are of such small value it would be a waste of a merchant's time to keep track of the items.

I am safe in saying that on a considerable percentage of the entire Hardware line on which prices are not controlled, no living man is posted, and, moreover, it would not pay him to get posted because most of the articles are sold in such insignificant quantities the time he devoted to writing all over the country for prices on these items would be worth more than he would save. I refer, for instance, to such items as wire picture cord, brass head furniture nails, saw screws, etc.

So you see I have disposed of the majority of the goods bought by the average retail dealer and up to this time there is hardly any question of price.

What remains of the line consists of such items as bolts, screws, strap hinges and other staple and standard goods on which the market is open and such items as a dealer buys in quantities sufficient to make it worth while for him to make comparisons. As a matter of fact, my experience in the Hardware business—and this experience covers twenty-seven years—is that most merchants confine their attention, as far as prices are concerned, to a small part of the entire line. The rest of the goods they buy largely on account of the character of the salesman, and other than price considerations.

I believe to-day on seventy-five per cent. of the goods we purchase the value of a buyer is not so much in securing the extra five per cent. as in buying salable goods, in having the goods when they are needed, and not having them when they are not needed. A buyer to-day in the Hardware business, either wholesale or retail, who devotes the greater part of his attention to hunting for an extra five, is a very dangerous buyer to have. In employing a buyer I always tell him there are three points in buying, and I give him these points in the order of their importance:

1. Have the goods when they are needed.
2. Don't have them when they are not needed.
3. And last, try to get the extra five per cent.

TWO THINGS OF PRIME IMPORTANCE.

The way I look at the Hardware business to-day, there are two things of prime and leading importance and everything else is secondary:

First—Good selling ability. That is, the ability of presenting to the trade in an attractive manner the advantages of your lines.

Second—Good service. Under this heading I mean handling the business in a satisfactory manner after it is received. I put selling ability ahead of good service simply because if you do not sell the goods first the dealer will naturally never know anything about the character of your service.

Since cut prices are actually of so little importance in the selling of Hardware, the more business a firm can get the better off they are, if it does not cost them too much, in salesmen's salaries and traveling expenses, to get this business. In my opinion, the issue is not one of cut prices. In other words, if we could increase our business five times its present proportions the question of prices alone would give me the least concern.—*The Hardware Trade.*

A WINDOW DRESSING CONTEST

BY XENO W. PUTNAM

It is probable that there is no one who is not at any time susceptible to the attraction of some article in the varied stock the Hardware dealer carries if the right article can only be brought to his attention. There is in this connection a much more extended field of usefulness for the Hardware window dresser than in almost any other line; not alone to attract attention, please the eye or display goods, but to educate the general public into some appreciation of the range of goods a Hardware store keeps. To accomplish this the following window dressing contest will be found very effective:

For the Summer season perhaps nothing will serve the purpose better for a model than an automobile, though any other design may be made use of in the same way. If the auto is taken, form the wheels of pulley block sheaves, with garden hose, inflated with shot, for tires. Iron rods tipped with hexagonal burrs, the latter coated with aluminum paint, make a good axle and hub effect. The bottom will need a sheet of boiler iron supported in the center by a hidden rest. A mail box may be set at the front end and trimmed with small lanterns, funnel (for horn), picture knobs, etc. The horn should be connected with a rubber tube ending in bulb or hand garden sprinkler. For the shaft of guide wheel use black pile. A wheel may be easily appropriated from the goods in stock. For dash a square of stove zinc or a roofing slate. Mud guards, saw blades or tin strips. Springs, coat hangers. Body built up of square pans, etc., to suit taste and stock. Side steps a straight-edge. Tool box, harness-dressing floor varnish cans. Seat, a lawn-grass catcher, upholstered with fancy horse blankets or carriage robes. Folding clothes racks treated with black enamel form the bows of top, of which a properly folded oil cloth forms the cover. A folding steel bracket answers for the levers shown, especially when set off with a nickled protractor at their base for circle. Of course the more appropriately the model is coated with black and aluminum paint the more natural the representation will be.

The contest consists in getting the public interested in rebuilding this model from the Hardware stock, and its greatest value lies in getting people more familiar with the variety of articles a Hardware store is stocked with. It is probable that there is no one who would not be interested to the point of desire in some Hardware article if it was only brought to his knowledge. The only reason he has never wanted it is because he did not know that such a thing existed. A contest of this sort will at least set people to studying what a Hardware store contains and will generally lead to their making inquiries, or at least using their own eyes to good advantage.

The prizes offered should be something from the stock and may be definite articles or the winner's choice of articles not to exceed a certain price. The first prize goes to the person who submits the best plan for constructing an automobile for the purpose of window display. It should be made as emphatic as possible in the rules governing the contest that the best automobile should regard the following points:

1. Correct representation.
2. Construction must be as nearly as possible limited to articles kept regularly in stock.
3. Other things being equal, the design which presents the greatest number of Hardware articles will be given the preference.

Of course a time limit must be set for close of contest, and some few regulations and restrictions that local conditions make advisable. A photograph of the model set up in the store window after the dealer's own design should head the notice of the contest in the local newspapers and from the same setting of type a lot of circulars making similar announcement can be obtained very cheaply. In the window itself briefly call attention

to the fact that a prize window-dressing contest is now open to the public, requesting all to "call inside for circular of particulars or see newspaper announcement." It is certain to attract attention, and will focus public interest upon the contents of a Hardware store as few other things would do. Even business men who would scorn the idea of entering a prize contest will in passing be attracted, and out of curiosity, begin, perhaps unconsciously, to fitting things together in their minds, and though they may quickly dismiss the whole thing from their immediate attention, will be tempted into little piece-meal additions every time they pass until before they are aware of it, they have almost a complete model. Then if some part baffles them, trust to human nature to set them into serious study over the problem, until they either solve the mystery for themselves by recalling some long forgotten familiarity with the contents of a Hardware store, or else in sheer desperation, they enter the store itself and look around a little "just to lay the ghost of their half formed fancy by completing it."

Doubtless many worthless suggestions will be handed in, but none of them are valueless, for every one represents a liberal amount of earnest attention to the matter of Hardware on the part of the contestant.

Probably no more favorable time could be selected for sending out a printed list of articles on sale, as on account of the contest, nearly every one would glance it over, either as a possible assistance in the contest or out of curiosity.

After the contest is decided, the prize-winning models, each duly heralded by advertising, should be placed for a short season in the window for public inspection, together with the name of the person who submitted it. It will awaken a surprising amount of interest. Those who were unsuccessful in the contest will, of course, want to see how their more fortunate competitor pulled the trick, while even those who did not take a part in it will be curious to see just how the best man in the contest did it.

THE BOWER-BARFF FINISH IN HARDWARE

HOW THIS PROTECTIVE AND PLEASING FINISH IS PRODUCED—THE GESNER MODIFICATION—HIGH COST OF THE PROCESS.

Recently a Hardware clerk became interested in the Bower-Barff finish, and desired to learn all he could of this process of finishing iron and steel goods. His curiosity on the subject elicited the following information from the editor of the *Brass World:*

As produced to-day, the Bower-Barff finish is a modification of the original practice of George and Anthony S. Bower and Frederick S. Barff. The process which is used at the present time is, in reality, Gesner's method. This is an improvement upon the original Bower-Barff process, and by its use many of the difficulties which are encountered in manipulating the Bower-Barff process are overcome.

The principle of the Bower-Barff process lies in the fact that, when iron or steel is heated to a red heat in an atmosphere of steam, the surface is converted into magnetic oxide of iron (black oxide). In order to successfully operate the method all air must be excluded while the operation is taking place and only steam used. The heating of the iron or steel in an atmosphere of steam is the base of both the original Bower-Barff process and later modifications.

In the year 1880 George and Anthony S. Bower were granted a United States patent for "Coating Iron with Oxide." In this specification the claim is made for the use of carbon dioxide instead of steam as a gaseous atmosphere in which the articles are heated. The iron or steel is heated in a closed receptacle and carbon dioxide gas (carbonic acid gas) is passed in. It is a well-known chemical fact that metallic iron at a red heat will reduce carbon dioxide to carbon monoxide and become oxidized to the magnetic oxide. The ultimate effect of Bower's process, therefore, is the same as Barff's.

Bower preferred to work his original method by the use of a mixture of air and carbon monoxide gas, which, in the retort, formed carbon dioxide.

The development of the processes of Bower and Barff brought about their use for producing a black finish upon iron or steel which resists the action of the atmosphere and thus prevents rusting. The Bower-Barff finish of the present is the culmination of these early discoveries.

The Bower-Barff finish can only be produced upon iron or steel. It has a dead black color which is caused by the presence of the magnetic oxide on the surface. The depth of this oxide of iron depends upon the length of time that the articles are treated. The magnetic oxide of iron is produced by heating the articles in a closed retort in an atmosphere of steam. The steam changes the surface of the iron to the magnetic oxide.

At the present time the use of the Bower-Barff finish is confined principally to Hardware upon which a durable and lasting black finish is desired. Contrary to the early predictions the process is not extensively used. The cost and difficulty of treating small articles militate against its use in certain lines of work. In others the fact that the magnetic oxide is very hard and apt to scale has prevented its use. When properly done, however, the finish not only protects the iron in an excellent manner, but has a pleasing effect. Many imitations of the Bower-Barff finish are possible and are extensively used. The cost of producing the genuine Bower-Barff finish is such that it cannot be used for the cheapest classes of work.

A great difficulty with both the Bower and Barff methods of producing the magnetic oxides on iron and steel is that the oxide is apt to scale off after it has been finished. Gesner seems to have overcome this difficulty, and his process is, in reality, the one which is now employed for the production of the Bower-Barff finish.

The Gesner process consists of heating the article to be treated in a closed retort and admitting steam as in the original Bower-Barff method. This is continued for some time and the steam is finally shut off. A small quantity of naphtha is now allowed to flow into the retort for a few minutes. The steam is again admitted after the flow of naphtha has ceased. The articles are finally allowed to cool and are then removed.

It is the Gesner modification that is now used for producing the Bower-Barff finish.

The Bower-Barff process as practiced at the present time (Gesner's modification) is carried out in the following manner:



BEHIND WITH HIS RENT

1. Preparation of the work by sand blasting.
2. Heating the article in the retort to about 1,000 degrees Fahr. and passing steam into it for a short time.
3. Introduction of a hydrocarbon, such as naphtha, into the retort.
4. Again injecting the steam.
5. Cooling the article to about 800 degrees Fahr.
6. Immersing in paraffine oil.
7. Removing the oil in benzine.
8. Lacquering the article with a flat lacquer.
9. Waxing the surface.

It may be of interest to those who wish to use the Bower-Barff process to know that the original patents of Bower, Barff and Gesner have now expired.

The cost of the process is necessarily high, and this fact has militated against the common use of the Bower-Barff process. Although apparently a cheap process, the length of time that the articles must remain in the retort and the necessarily small output bring the cost quite high. Articles cannot be treated in baskets, as every portion of the surface must be exposed to the action of the steam.—*American Exporter.*

MICHIGAN HARDWAREMEN IN CONVENTION

The Thirteenth Annual Convention of the Michigan Retail Hardware Association will be held in Detroit, Mich., from Wednesday to Friday, August 14, 15 and 16. Five hundred Hardwaremen are expected to attend, and Mr. A. J. Scott, the secretary, informs us that the association will show a material gain in membership over last year.

The complete program, as follows, gives promise of a profitable and enjoyable three days for all who attend the convention.

WEDNESDAY, AUGUST 14.

9:00 A. M.

Executive Committee meeting in Association Headquarters, Cadillac Hotel.

10:00 A. M.

The secretary's office will be open for the receiving of dues, enrollment of new and old members and the distribution of badges. Members are requested to report here Wednesday morning sure, so as to prevent this clerical work from interfering with the time of the business sessions.

2:00 P. M.

Meeting called to order in the Banquet Hall of the Hotel Cadillac by President Standart.

Address of Welcome—Hon. Wm. B. Thompson, Mayor of Detroit.

Response by E. B. Standart, President of the Association.

Appointment of the following committees: Credentials; Constitution and By-Laws; Resolutions; Question Box; Auditing and Nominations.

Reading of Minutes of Last Annual Meeting.

Reception of Communications.

Annual Address of the President.

Treasurer's Report.

Annual Report of the Secretary.

Address—"Paint Legislation"—E. W. Heath, Chicago; Chairman of Legislative Committee of the Paint Manufacturers' Association of the United States.

Address—Another Side of the Pure Paint Question—Representative of the National Lead Co.

Discussion by members of the points brought out in the above addresses.

EVENING

The Entertainment Committee has not yet made any arrangements for entertainment this evening. Full particulars are therefore not available, but will be given out at the Convention.

THURSDAY, AUGUST 15

The Program Committee has left this morning entirely open to enable delegates to visit exhibitors and call on the wholesale and manufacturing plants of Detroit.

In return, exhibitors are earnestly invited to close their rooms promptly at 1:30 p. m. and jobbers, manufacturers and traveling men are requested not to make any effort to entertain the individual delegates during the time set aside for the business sessions in the afternoon.

Secretary's office will be open all morning for receiving of dues and applications.

2:00 P. M.

Meeting called to order promptly by the President.

Report of Committee on Credentials and Auditing Committee.

Address—"A Few Trade Evils," Geo. P. Griffin, Albion.

Remarks by delegates along the lines of the above subject.

Paper—"Relations Between Retailer and Jobber," Porter A. Wright, Holly.

A talk on "What the Furniture Dealers are Doing to Meet the Competition of Our Common Enemy," by C. C. Rosenbury, Bay City, Mich., President of the National Retail Furniture Dealers' Association.

Addresses by Visitors representing the National Retail Hardware Association, The National Hardware Association, The American Hardware Manufacturers' Association.

Mutual Fire Insurance. Talks by representatives of different mutual companies.

Question Box—In charge of A. T. Stebbins, Rochester, Minn., Vice-President National Retail Hardware Association.

Please place in writing any questions you would like to have discussed and place in the box provided for that purpose on the President's desk.

8:00 P. M.

The Association will again take possession of Electric Park, the White City of Detroit, the attractions of which have been considerably improved and added to since last year. Full particulars in regard to the entertainment for this evening will be published later.

FRIDAY, AUGUST 16

Another full morning is devoted to enable members to attend to private business.

Exhibitors are again requested to close their parlors at 1:30 p m.

2:00 P. M.

Closed session for retail Hardware dealers only.

Reports of the following committees: Constitution and By-Laws; Legislation; Resolutions.

Consideration of Committee Reports.

Unfinished Business; New Business.

3:00 P. M.

(*Special order of business*)—Report of Committee on Nominations.

Election of Officers.

Selection of next place of meeting.

Question Box.

Good of the Order.

Adjournment.

EVENING

A delightful boat ride by moonlight is being arranged by the Jobbers and Manufacturers of Detroit, and experience in past years has taught us that this will be one of the most enjoyable features of the Convention. All delegates should make arrangements to stay over Friday night, to enjoy this entertainment, so thoughtfully provided by our friends in the wholesale and manufacturing business.

The great prosperity which this country has enjoyed during recent years in Hardware has astonished the most optimistic of manufacturers, and it is unhesitatingly acknowledged that American Hardware goods are preeminently to the fore abroad, in places heretofore deemed sacred to English and Continental manufacturers. This is due to the standard of the materials, the ingenuity of the American inventor and the energy with which he advertises the merits of his goods.

CHANGING HIS METHODS

Mr. Gates, senior partner and business manager of the Gates Hardware Company, was looking a trifle glum, as if he had a disagreeable duty to perform. He had. John Clawson, who had been his chum from babyhood and advertising manager for the company since it needed one, must be asked to resign. Not that his work was faulty or had fallen off in any way. But Mr. Gates had been reading a good deal of literature recently on the necessity of keeping up-to-date and it occurred to him that perhaps John's advertising lacked a few modern frills; so he began to look about for a complete change of style and a good man to go with it.

For the new style he hit upon poetry, not so much from any personal inclinations in that direction, but because that would be so different from the matter-of-fact talks of plain John Clawson. Furthermore, he had found the man; that is, the only proper person to occupy John's chair was to report for work that afternoon. Mr. Gates had secured him through a school for advertising in which he held a little stock, and a great deal of confidence. So John must be notified that morning.

Mr. Gates worried a good deal, wondering if his old friend would take it hard, and so, to ease the blow a little, had hunted around until he found a new position that would pay him nearly as well as the one he was to vacate; still it was turning an old friend down, and he hated to do it. But business was business, and it had to be done.

To his surprise the advertising manager took his dismissal rather kindly; perhaps had had a private inkling of it in advance, after all. He even smiled a little as he gathered up his personal effects. No, he would not apply for the new place to-day; was rather tired, any way, and would like a few days' rest. Perhaps at the end of a week he might consider it. Not the least ill-feeling; none at all; simply a business matter.

Relieved of that task Mr. Gates plunged into his own work with more heart than he had experienced since first determining on the change. So considerate of John not to feel bitter and broken-up about it; queer thing, though. With no advertisement man to look after it for him, he began to overhaul the papers himself and check up the company's advertising. Such common-sense copy, too; just the sort that appealed to his somewhat fastidious notions. He hoped he would like the new-fangled stuff as well, but rather doubted it. Probably he was behind the times himself; all the more reason for turning the advertising desk over to a younger and a fresher man.

Presently he noticed that a card was being poked under his nose by the office boy, and looked up with a twinge of impatience at the interruption, to read,

Professor Adolphus McVicker
Writes ads. while you wait, if not quicker.
There isn't a man
In the city that can
Prepare your ads. neater or slicker.

Something in Mr. Gates' lordly throat caused him to gulp a little when he read the card, but he swallowed whatever it was, with a little effort, and turned to receive a tall, pink-cheeked youth who posed before him with his hair parted slightly on one side and his eyes on the other. The office boy retired rather hurriedly with a broad grin on his face that deepened into a back-hand somersault before he reached the cashier's desk. There he turned and hungrily watched the door of his employer's office.

Mr. Gates received his guest with extreme cordiality, and after a few minutes' chat, in which he had managed to suppress his mental anguish, showed the fellow his desk and turned him loose. The professor produced a note-book of goodly dimensions, and, readjusting his eyeglass slightly so as to bring the merchant into better range of his vision without the trouble of moving his head, suggested that he would like to take a hasty invoice of the stock before beginning active operations. This augured somewhat in his favor and, summoning the office boy to conduct him into the salesroom, Mr. Gates fell rather heavily upon his interrupted tasks.

It is needless to follow the adventures of the professor in his tour of general inspection; how the various clerks, in the presence of the foreman, laboriously explained to him the names and uses of the different objects about which he asked; how the office boy in the presence of the pretty cashier informed him with a ring of pride that might have been genume that this was the only place in the city where they kept fly-paper for mending the tires of flying machines or furnished keyholes in sheets to plaster over the front door so that one could be found without difficulty however late the hour. The professor took notes of all this interesting information, then retired to his desk and went to work.

For a time all was silence and hope, so far as Mr. Gates was concerned; then the silence was broken by his new advertisement man's footstep and his hope considerably shattered by the copy submitted for his approval.

Here's the place to buy your Hardware,
Grindstones, bolts, and granite-ware;
Saws, and locks, and rope, and razors,
Pruning shears, and plumbers' brazers;
Stoves, and grubbing-hoes, and wire,
Lag-bolts, robes and wagon-tire;
Jack-screws, auger-bits, and nails;
Cider barrels, dinner-pails.

There were fifty-seven verses of his copy, but Mr. Gates only read to the couplet—

Scissors, engines made for donkeys;
Wrenches for all tribes of monkeys.

then he laid the paper down and remarked—

"Donkey engines and monkey wrenches I suppose you refer to. I am afraid, perhaps, your copy isn't quite specific enough for our purpose. We do not care to advertise the whole stock at once, only in small patches. Supposing you concentrate on some one article and bring out all of its characteristics."

"A good way; quite successful, in some places. Something like this, I suppose you mean—

A boy with a good stick to whittle,
Sat down on the edge of a kittle;
The kittle upset,
And the boy got so wet
He——"

Mr. Gates stopped him. He was rather glad to be stopped, any way, because he would have had to stop in another minute to hunt up a rhyme for "kittle."

"That's about 'kittles,' without a doubt, but—"

"And it's certainly poetry," interposed the professor.

"Well—yes—I suppose it is—verse; but it isn't quite specific enough to interest the public in our particular line of kettles."

"Its very characteristic of them, too; perhaps you never sat down on the edge of one. I know; but no matter—I will try again and bring it to you a little later."

Mr. Gates looked toward the door one moment and hesitated. Then he got a glimpse of the office boy diving to his shoulders into the depths of the waste-paper basket hunting for something. He knew what that meant. That boy never got so busy excepting when it did mean that. With a guilty look in the professor's direction he softly closed his desk, then opened it again to scribble a letter hastily and stuff it into an envelope without waiting to have it type-written. Then he quietly left the room, the letter still in his hand.

At the cashier's desk he only paused to say—

"I won't be in again to-day. If that—if Mr.—Professor McVicker comes down this way presently pay him whatever he asks for the day and let him go."

That evening Mr. Clawson received a hastily written letter from his late employer in the late mail which read—

MY DEAR JOHN:

I have been thinking the matter over since morning and have concluded it would not be advisable to change our advertising style after it has built us such a remunerative trade; our customers might not take kindly to it I am afraid. Guess we had better hold to a good thing when we have it and let modern innovations alone. Anyway, report at your desk to-morrow. I had to let the old copy go out to-day, but will expect you to have new matter for to-morrow.

After reading it twice over, the old advertising man smiled as he turned back to his paper, murmuring—

"It came a little quicker than I expected; that is all."—XENO W. PUTNAM, in *Fame*.

OPENING OF KEUFFEL & ESSER'S NEW FACTORY

The formal opening of the new reinforced concrete buildings which Keuffel & Esser Co., the well-known manufacturers and importers of engineering and mathematical instruments, have erected at their plant in Hoboken, N. J., took place on July 20.

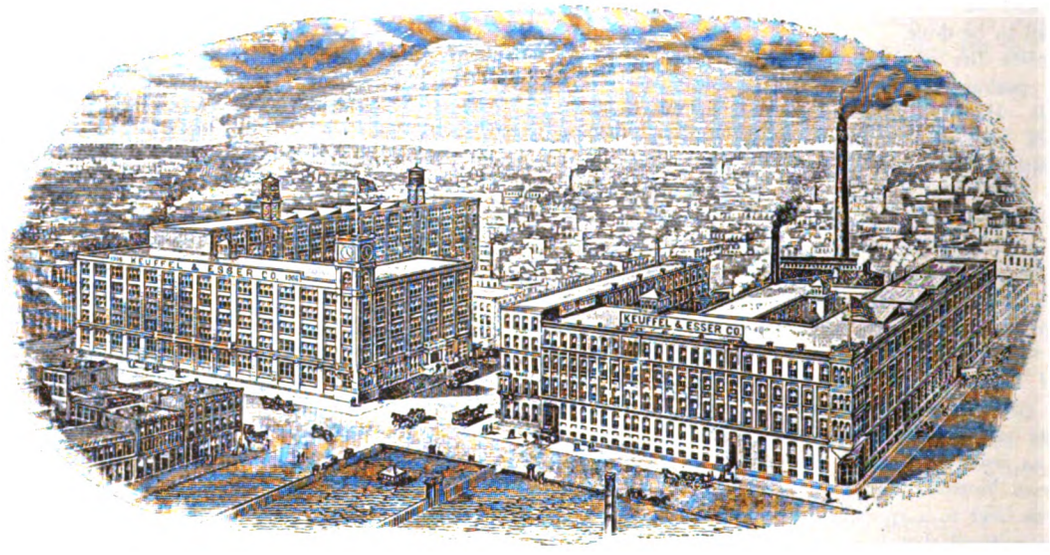
The opening exercises were begun by the singing of the National Anthem, after which the treasurer, Mr. C. M. Bernegau, introduced Mr. W. L. E. Keuffel, the superintendent of the factory, who spoke of the new buildings and told of the various steps in their construction.

Mr. W. L. E. Keuffel was followed by the vice-president, Mr. W. G. Keuffel, who made a short address. Mr. Bernegau then gave a very interesting outline of the firm's history from its birth in a single room on the third floor of 79 Nassau street, to the present time The stars and stripes were raised over the new buildings and they were declared formally opened. The entire company were then taken on a tour of inspection through the new buildings, which ended on the fifth floor of the office building, where a very enjoyable buffet luncheon was served.

The erection of these buildings was made necessary by the rapidly-growing business of the firm. The demand for engineering instruments and drawing materials is greater than it has ever been before and far exceeded the supply, which the company, with its former resources, could produce. The completion of the new buildings has practically doubled the company's facilities. The former general offices of the company at 127 Fulton street, New York, had become too small and it was deemed advisable to remove them to the more commodious quarters provided in the new buildings in Hoboken. The building at 127 Fulton street, New York, is retained as the New York sales department and show rooms.

The new buildings are located at the corner of Adams and Third streets, Hoboken, N. J., directly across the street from the older portion of the plant. They are of reinforced concrete, and represent the latest progress in factory design and construction. The buildings are two in number, connected by a two-story frame structure. One contains the general offices, while the other is devoted entirely to manufacturing. They are practically the same in construction and together cover 30,000 square feet of ground, nearly equally divided between the two.

The house of Keuffel & Esser Co. was established July 19, 1867, by William Keuffel and Hermann Esser. The business was first carried on in a room on the third floor of 79 Nassau street, under the firm name of Keuffel & Esser. From this small beginning it passed through successive stages of growth and expansion until at the close of forty years of business it has attained enormous proportions.



NEW GENERAL OFFICE AND FACTORY BUILDINGS OF KEUFFEL & ESSER CO., HOBOKEN, N. J.

MALLEABLE IRON

The value of malleable iron as a material of construction lies in certain special properties which are in a sense intermediate between those of ordinary gray cast iron on the one hand and mild steel on the other. Its most valuable properties are the readiness with which it may be machined, a fairly high strength under tensile strain, a considerable degree of ductility, and a consequent ability to withstand impact strains under working conditions. It may be readily bent, and castings may, therefore, be adapted without difficulty to the positions in which they are to be used. In these respects malleable iron is undoubtedly inferior to mild steel, and steel castings are, therefore, in demand for uses in which the conditions are more severe, as for example, in the case of car couplings. But the difficulties attendant upon making them, and the consequent higher cost of their production limits their application to situations where higher strength is of the utmost importance. Ordinary gray cast iron on the other hand, while it is cheaper than malleable iron, and while it is admirably adapted for use under compression, is incapable of withstanding severe shock, will not bend, and is unsuited to working under tensile strain.

Malleable iron, or to speak more plainly, iron which is capable of extension or of being shaped under the hammer, is simply iron in a purer form than simple cast iron, which, on account of the presence of carbon, is brittle. Malleable iron castings are first cast from pig iron and afterwards partially decarbonized by heating for several days in the presence of some substance, such as hematite (a species of iron ore).

STANDARD HORSE NAIL CO.
NEW BRIGHTON, PA., U.S.A.
MANUFACTURE
A Full Line of Horse Nails
Send for Catalogue, Prices & Samples.

FILES RASPS



Our policy of using the finest steel, tempered and cut according to the best methods known in modern practice has been the paramount factor in building the

Largest File Business in the World

NICHOLSON FILE COMPANY PROVIDENCE R.I. U.S.A.

CHICAGO DEALERS' PICNIC

The Twelfth Annual Picnic of the Chicago Retail Hardware Association was held at Northwestern Park, Chicago, July 24. A shower of rain in the early morning threatened to mar the pleasures of the day, but by 9 a. m. Old Sol had made his appearance, and the picnic turned out to be a huge success, thanks to this fact and the perfect arrangements made and carried out. The members of the association were out in full force, making, with their families, an attendance of 1,200. Many of them had closed their stores for the day. A goodly number of manufacturers were also present, but business was strictly tabooed and the day given up to the pursuit of pleasure.

An interesting feature of the occasion was the attendance of Mr. Fernando Jones. Mr. Jones' father was the first Hardware dealer in Chicago, and his appearance at the picnic lent a touch of color to the proceedings which seemed to be the only thing needed to complete the program. Mr. Jones filled the void in his admirable way, and was given a rousing welcome by the members of the association, who, on such a day and upon such an occasion, were favorably inclined to a bit of retrospection such as Mr. Jones' appearance gave. This was the meeting of the past and the present—the union of things that were and the things that are.

Mr. Jones' interesting speech is given, in part, as follows:

Fellow-Citizens of the Retail Hardware Persuasion, an early Hardwareman greets you with words of cheer.

My father, William Jones, of Buffalo, New York, was deputy superintendent of the harbor work, and was also lighthouse keeper, residing on the north side of the creek (what we would call here a river). He conceived the idea of sending stoves to Chicago to sell to the immigrants in the West. He approached the large commission house, the Wilkinsons, and was answered as follows: "We have a young man named Byram King in our employ whom we wish to favor. We will furnish all the stoves you require, if you will make him your partner."

After a satisfactory interview with Mr. King this offer was accepted, and the Hardware firm of Jones & King was established in Chicago. This was in the year 1834.

Arrangements were also made with the firm of Shearer, Paine & Strong to furnish a stock of general Hardware.

I entered the employment of this firm to learn the business, and in May, 1835, embarked on the brig Illinois bound for Chicago. Captain James Sinclair and his family were also on board. Mr. Sinclair was employed as the boss tinsmith to manufacture furniture for the stoves. Some members of the Sinclair family survive and reside in the vicinity of Chicago.

The store of Jones & King was situated on South Water street, midway between Dearborn and Clark streets. Besides stoves they were engaged in a general Hardware business. The business was profitable and continued until the great up-turn of 1837. I remember well that the prices were double the New York cost, except for small articles, when the price was quadrupled.

Eventually the firm was dissolved and the business fell into other hands.

On July 4, 1836, a meeting of the Canal Commissioners was held at Canalport on the south branch of the Chicago river, to inaugurate the building of the Illinois and Michigan canal, by digging the first shovelful of dirt from the proposed canal. I attended with a shovel and wheelbarrow from the store, decked with ribbons, and I had the honor of digging the first shovelful of dirt, greatly to the disgust of the canal authorities.

Dr. Egan read the Declaration of Independence and the chief justice of the supreme court of Illinois, Hon. Theophilus W. Smith, pronounced a 4th of July oration. He was a man of huge proportions, ponderous in his build, ponderous in his ideas and ponderous in his language.

He was mounted on an empty whiskey barrel. The barrel was empty—and the judge was full.

After indulging in the usual 4th of July hifalutin, the speaker declared that the spread of civilization had extended to Lake Michigan and would soon extend to the bank of the Mississippi river. He then proceeded, as near as I can recollect, as follows:

"Fellow citizens, I am neither a prophet nor a son of a prophet, but I feel the spirit of prophecy on me this dav. Fellow citizens, in five years from this day you will see a city of Chicago of 5,000 inhabitants. Yes, fellow citizens, and in ten years Chicago will contain 10,000 inhabitants, and in twenty years 20,000 inhabitants, in fifty years 50,000 and in a hundred years 100,000 people."

This was too much. Deputy Sheriff Isaac R. Gavin rushed to the Judge and gently turned him to the ground, when he remonstrated, saying, "Let me alone! I wish to finish my speech." The sheriff answered: "You are making a dom fool of yourself. Arrah now, judge, if you had been allowed to go on, sure you would have made it a million!"

We were all glad that he was not allowed to make himself still more ridiculous. With this relation of early times I think I may be allowed to close my remarks.

IMPROVED CARPENTERS' TOOLS

A TOOL THAT'S STAMPED STANLEY IS THE BEST OF ITS KIND

SOLD BY ALL HARDWARE DEALERS

STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U.S.A.

A FIRST PRIZE WINDOW DISPLAY

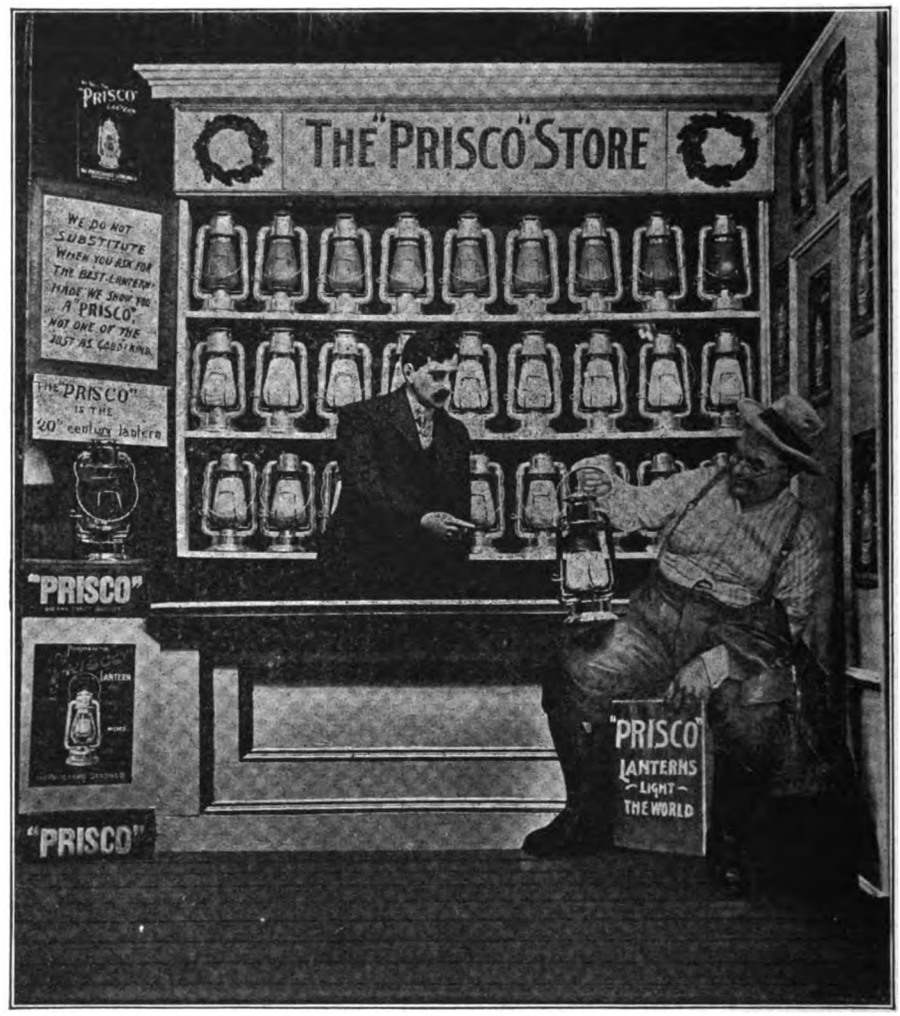
The Murphy-Maclay Hardware Company, of Great Falls, Mont., were awarded the first prize of $100.00 in the Uncle Obediah contest for the best window display containing Uncle Obediah and Prisco lanterns. Mr. H. W. Dieterle, of the Murphy-Maclay Company, designed and arranged this window, which is illustrated herewith. The points upon which the judges based their decisions included everything which is considered in a trade-winning window, such as good background, tasty arrangement, price tickets, etc.

The display was arranged to represent a store devoted to the sale of Prisco lanterns exclusively. In the background was shelving similar to regular store shelving. The shelving was in white, with a black background to give a strong contrast to the lanterns displayed on the shelves. The cornice at top of shelving was in white and had a metal sign on same lettered "The Prisco Store." The letters forming this sign were perforated and lined on the inside with red, white and blue tissue paper, and illuminated from behind by six 16-candlepower intermittent electric lights that were connected to a flasher.

The counter was in white and gold, behind which stood a man figure acting as salesman, explaining to Uncle Obediah the good points of the lantern. The illumination of lanterns was a strong feature of the display. All the lanterns on the shelves were illuminated by having four-candlepower electric lights in each, the top row being red, the second row white and the bottom row blue. This color scheme gave a pretty effect and made a decided hit. The globe of the lantern in Uncle Obediah's hand was also of the three above colors, and illuminated with a sixteen-candlepower electric light. This lantern was nickel-plated.

The judges of the contest were Mr. L. B. Jones, advertising manager of the Eastman Kodak Co.; Mr. Claude, Bragdon, an architect of Rochester, N. Y., and Mr. F. G. Cramer, window dresser of the Hardware jobbers, Weaver, Palmer & Richmond Co., of Rochester.

The second prize of $75.00 was awarded by the Pritchard-Strong Company to the Rudgé & Guenzel Co., of Lincoln, Neb. An illustration and description of their display will appear in our next issue.



FIRST PRIZE WINDOW DISPLAY OF THE MURPHY-MACLAY HARDWARE CO., GREAT FALLS, MONT.

RECENT TRADE PUBLICATIONS

PITTSBURGH AUTOMATIC VISE & TOOL CO., Pittsburgh, Pa. Catalogue illustrating their special automobile and motor boat vise. The entire book is black and white, each subject being plainly and concisely dealt with. Due to the special class of people it is intended for, as little descriptive matter as possible is given, everything being illustrated by graphic cuts.

SAMUEL WINSLOW SKATE MFG. CO., Worcester, Mass. Catalogues of ice and roller skates. The ice skate catalogue includes a complete assortment of hockey, rink, wood top and national club skates, keys and wrenches. In the roller skate catalogue is included plain and ball-bearing rink and extension skates, "20th Century Racer," "Columbia" and "Play" skates.

S. A. SMITH COMPANY, Brattleboro, Vt., branch of the National Novelty Corporation, 826-828 Broadway, New York, have

UNIVERSAL HACK SAWS

are to the mechanic as reliable as his micrometer.

They are the standard by which the good and bad qualities of all other Hack Saws are measured.

Their use gives a sense of satisfaction because of their fine cutting qualities, and a sense of security because the user knows that Universal Blades need not be favored.

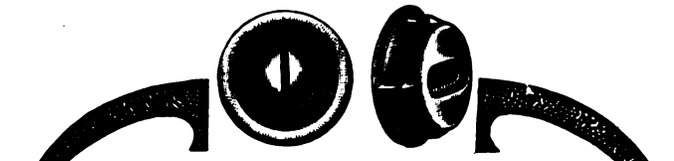
Your name and address on a postal will secure you samples and prices.

Give the samples to your customers to be severely tested.

The prices, you will discover, are no higher than asked for poor quality goods.



WEST HAVEN MFG. CO.
NEW HAVEN, CONN.



PATENTED
Ives Patent Window Stop Adjuster
PREVENTS DRAFTS, DUST AND WINDOW RATTLING
Made from one piece of metal with solid ribs and heavy bed that will not cup, turn or bend in tightening the screw.
Send for free 50 page catalog of our WINDOW HARDWARE SPECIALTIES.
THE H. B. IVES CO.
New Haven, Conn.



The competent mechanic should have a
WILKINSON DRAW KNIFE
It folds into a compact space occupying but little room in the tool kit. Joints are closely fitted and do not loosen with use. Materials are A-1 in every respect.
THE HANDIEST AND MOST PRACTICAL TOOL MADE
All Hardware Dealers should carry the Wilkinson Draw Knife in stock.
Send for prices—THEY ARE RIGHT.
A. J. WILKINSON & CO.
180-88 Washington St., Boston, Mass.

STEVENS
DOUBLE GUNS
HAMMER and HAMMERLESS



Embody new and up-to-date features

Best value in Guns attainable at any price

ORDER FROM YOUR JOBBER
SEND FOR CATALOG
J. STEVENS ARMS & TOOL CO.
255 MAIN ST.
CHICOPEE FALLS, MASS.

issued their catalogue D5 of wagons, carts, shoo-flies, step ladders and toy furniture. They also issue a special catalogue for their line of toy furniture.

EMMERT MFG. CO., Waynesboro, Pa. Catalogue No. 7 of the Emmert patent universal and standard vises for wood-workers, metal-workers, iron-workers, pattern-workers, machinists and tool-workers.

ROBERT C. REEVES CO., 187 Water street, New York. Catalogue of agricultural and horticultural implements and machinery, garden, field and flower seeds, fertilizers, etc.

CEDAR RAPIDS PUMP CO., Cedar Rapids, Iowa. Catalogue No. 10 of 470 pages, bound in stiff covers, of pumps, cylinders, tanks, tank heaters, belting and hose, gas fixtures, engine fittings, etc., etc. Plumbing and heating supplies are also included.

LAWSON MFG. CO., 40 Dearborn street, Chicago, Ill. Catalogue of "Matchless" spring and pivot hinges, automatic burglar-proof window ventilating locks, door guards and Hardware specialties.

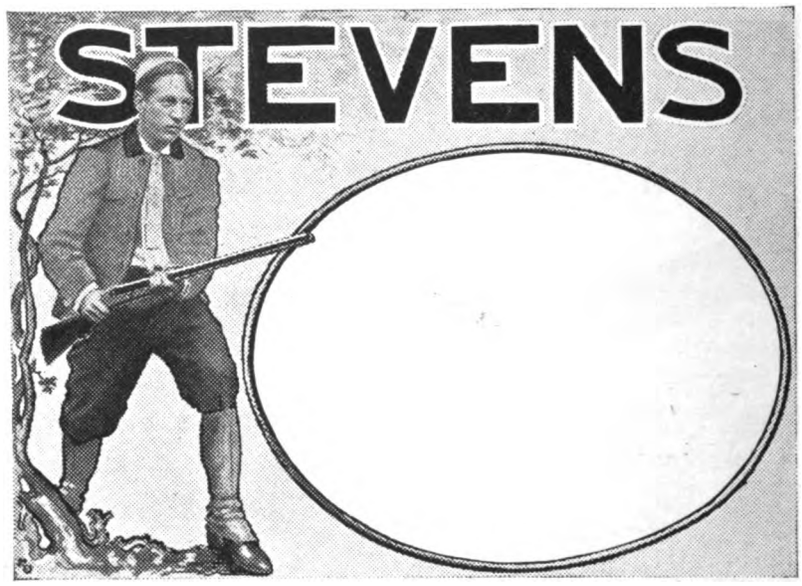
MOLINE PUMP CO., Moline, Ill. Booklet entitled "Some 'Eli Facts," and in which is shown their Eli gasoline engine for general use and their gasoline "Standard" and "Special" feed grinders.

DETROIT WIRE AND IRON WORKS, 37-39 First street, Detroit, Mich. Circulars regarding plain and ornamental iron fence, wire cloth, wire work and wire goods of every description.

F. H. SMITH MFG. CO., 48-50 St. John's Court, Chicago, Ill. Catalogue of riveting machines, window cleaners, lacing hook and eyelet setting machines, "Best Yet" knife sharpeners and screw machine products.

F. E. CHESTER & CO., 3 Pine street, Providence, R. I. Catalogue of furnished fish lines and fishing tackle assortments, with detailed description and prices, including float and hank lines, wood and cork floats, sinkers, and the Gem, Rangeley, Excelsior, Imperial, Favorite and Champion fishing tackle assortments.

SAFETY SHREDDER CO., New Castle, Ind. Twelfth annual catalogue of safety shredders for handling corn stalks.



ONE OF THE PLATES FURNISHED BY THE J. STEVENS ARMS & TOOL CO. FOR LOCAL DEALERS ADVERTISING

STANDARD WIRE CO., New Castle, Pa. Bulletin No. 1 of wire specialties, including door and table mats, rubbish burners, letter trays, waste paper baskets, electric light guards, jumping ropes, carpet beaters, kitchen goods, coat hangers, nursery fenders, display tables, wickets, window and tree guards.

HOWARTH REVERSIBLE SASH CENTER CO., 15-17 Gilman street, Detroit, Mich. Catalogue of reversible sash centers, intended for Hardwaremen, architects and builders. These centers are manufactured for all classes of buildings, such as residences, schools, churches, office buildings, railroad depots, factories, car barns, power houses, etc., etc.

LUDLOW-SAYLOR WIRE CO., St. Louis, Mo. Catalogue No. 31 of the "Perfect" double-crimped wire cloth, with price list and standard gauges, adopted by the Wire Cloth Manufacturers' Association.

KREIN MFG. CO., Wapakoneta, Ohio. Catalogue of chains of every variety, including coil chains, cow ties, halter, trace and heel chains.

EMERSON MFG. CO., Rockford, Ill. Catalogue of the Emerson line of foot-lift farm implements, such as plows, breakers, harrows, planters, pulverizers, cultivators, etc.

ADVERTISING THE STEVENS ARMS

J. Stevens Arms & Tool Co., Chicopee Falls, Mass., have prepared a series of six mortised electrotypes, double-column in width, for the use of Hardware and sporting goods merchants in local newspaper advertising. In the illustration herewith is shown one of this series, featuring a hunting scene. The Stevens Co. will be glad to furnish one of these electrotypes to any applicant, feeling confident that it will prove of material benefit to every dealer who avails himself of this offer.

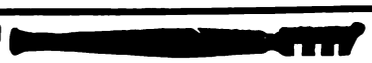
The latest addition to the Penn Hardware Company's already extensive plant in Reading, Pa., will be a modern factory building, 60 by 100 feet in size, and six stories high, extending from its present four-story warehouse to Water street. In this new building they will employ 150 to 200 additional hands, making over 1,000 hands in the entire plant.

Retail Hardware merchants in Tennessee, Alabama and Mississippi recently met in convention to organize State Retail Hardware Associations. The dates of the meetings were as follows: Tennessee, Nashville, Tulane Hotel, August 5. Alabama, Birmingham, Florence Hotel, August 6. Mississippi, Winona, Hotel Wisteria, August 8.



The "FOLLETT"
NUMBERING MACHINE
PRICE $5.00
STYLE OF IMPRINT
123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.
Sent to responsible parties on approval.
CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.



Barrett Glass Cutters
Best in quality. Unsurpassed as sellers. Get prices from
W. L. Barrett, Bristol, Conn.

PATENTS
procured promptly and with care in all countries. Also trade marks and copyrights.
DAVIS & DAVIS
ATTORNEYS-A-T-LAW,
WASHINGTON, D. C.
St. Paul Building, NEW YORK.

The SCHWERDTLE STAMP Co.
Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks
BRIDGEPORT, CONN.

THE POSTED DEALER KNOWS that

H&R gives greatest revolver value for the money. The new



MODEL 1906

H&R DOUBLE ACTION REVOLVER MODEL 1906

is no exception to this rule. It is surprisingly good for the price. Surprisingly cheap for so good a revolver. Is a thoroughly well made, durable and serviceable arm. Light in weight, only ten ounces, and small in size, it is particularly adapted for those who desire a safe and efficient revolver at a moderate price. Safe for a boy to handle and has none of the disadvantages of the dangerous toy pistol. Like the other models of this revolver, it is having a tremendous sale. Order of your jobber early.

H & R
Greatest Revolver Value for the Money.

Specifications { 22 Caliber, Seven Shot, Rim Fire, Double Action, 2½ in. barrel, finest nickel finish. Also made with 4½ in. and 6 in. barrel

The Celebrated H & R HAMMERLESS is always a good seller.

Write for Catalog of Revolvers and Single Barrel Shot Guns.

HARRINGTON & RICHARDSON ARMS CO.,
315 PARK AVENUE, WORCESTER, MASS.

After the day's catch
The Fisherman is satisfied with his

KINGFISHER LINES



The line is a very important part of the angler's outfit, and once he gets confidence in a certain make he is not liable to be wavering in his faith.

For this very reason you should stock up with KINGFISHER LINES They are essentially high grade lines, first, last and all the time.

They will create and hold for you the most desirable class of trade—the fastidious fisherman who is perfectly willing to pay for quality if he is sure of getting it.

You don't have to talk up KINGFISHER LINES very much, for their mere appearance is eloquent in their own praise. They stand the breaking test, the wear test and the most important.

THEY STAND THE TIME TEST



ASK YOUR JOBBER for KINGFISHER LINES
Send for Catalogue
E. J. Martin's Sons
MAKERS
Rockville
Conn.

NEWS OF THE DEALERS

NEW STORES, INCORPORATIONS, Etc.

Boston, Mass.—The Diamond Hardware Company, capital, $30,000. President, G. H. Lowe, Newton; treasurer, F. L. Townsend, Haverhill.

Grand View, Tex.—The Grand View Hardware Company has been incorporated with a capital stock of $20,000, to conduct a retail business in shelf and heavy Hardware, stoves, agricultural implements, paints, sporting goods, buggies and harness.

Ilion, N. Y.—Articles of incorporation have been filed for a new Hardware concern to be known as the N. J. Newth Hardware Company, the directors of which are N. J. Newth, L. E. Hollister, Clarence Garlock, Howard Caswell and Walter Newth. The capital stock is to be $20,000.

Lewiston, Ida.—Waith & Ferdon have opened a new Hardware store.

Meridian, Ida.—The Meridian Hardware & Implement Co. has been incorporated.

New York, N. Y.—New York Hardware Company, capital, $8,000. Directors—Maria Pena, New York; L. H. Debeche, Corona, L. I., and G. C. Fernandez, Rutherford, N. J.

Portland, Ore.—The Hendricks Hardware Co. has been incorporated.

Racine, Wis.—Articles of incorporation of the John Dixon and Son Company have been filed. The purpose of the company is to conduct a general Hardware store and sporting supply business. The capital stock is $6,000 and the incorporators are John Dixon and Martha Dixon.

Shawnee, Okla.—The Mead, Reed Hardware Company, with a capital stock of $20,000. The incorporators are Harry Mead, J. S. Reed, D. W. Meek, J. W. Ashley, all of Shawnee.

Statesville, N. C.—Statesville Hardware and Harness Company incorporated with $50,000 capital stock.

Skidmore, Tex.—The Skidmore Hardware Co. has been incorporated with a capital stock of $20,000.

Snyder, Okla.—The Majestic Hardware & Furniture Co. has been incorporated with a capital stock of $12,000.

Snyder, Tex.—The Majestic Hardware and Furniture Company has been incorporated with a capital stock of $12,000. The company does both a wholesale and retail business in shelf and heavy Hardware, stoves, tinware, agricultural implements, paints, oils, sporting goods, etc.

Tacoma, Wash.—Gray Bros. are opening a new Hardware store.

CHANGES AND IMPROVEMENTS

Alva, Okla.—Edwards & Fisk have succeeded to the Hardware and harness business of A. T. Edwards.

Brayton, Iowa.—Bisom & Nelson have purchased the Hardware business of Soren Anderson.

Buffalo, Kan.—Mulliken & Jefferson have succeeded to the Hardware business of J. D. Mulliken & Son.

Des Moines, Iowa.—The Luthe Hardware Company will enlarge its building, by adding two stories some time during the Winter or in early Spring. The business of the firm has outgrown the three-story structure at the northeast corner of Ninth and Cherry streets and more space is absolutely necessary.

Effingham, Kan.—Cavanaugh & Kelley have purchased the Hardware department of Henderson & Hershman.

Elizabethton, Tenn.—The Merchants and Farmers Hardware Company have amended their charter, increasing their capital stock to $50,000.

Enterprise, Ore.—Hartshorn & Weaver have been succeeded in the Hardware business by Hartshorn & Keltner.

Fitchburg, Mass.—The store at 177 Main street, formerly occupied by Joseph Pierce & Sons, is being entirely remodeled and refurnished throughout, including a new front, repainting and refitting the entire interior, for a branch store of the Gavin Hardware Co., of Leominster, which will be operated under the name of the Fuller Hardware Co., who were the original proprietors of the Gavin store at Leominster.

Georgetown, Ill.—James Dillon and Samuel Bennett have purchased the Austin Hardware store, the business being conducted under the name of Georgetown Hardware Co.

Grove, Kan.—J. F. Hendenhall has purchased the Hardware store of Pierce & Spaulding.

Hallettsville, Tex.—A deal has been made whereby Alfred Baessler and H. V. Riemenschneider have become interested in the Hardware business of T. A. Hill & Son of this place.

Kansas City, Mo.—C. W. Ball has succeeded to the Hardware store of Ball & Bates.

Kellerton, Iowa.—L. Akin has succeeded to the Hardware store of Akin & Peasley.

Little Falls, N. Y.—A partnership of forty years duration has been dissolved, Col. A. W. Shepard, now of Troy, having retired from the firm of Shepard, Skinner & Co., well-known dealers in light and heavy Hardware, of this city. The firm will be known in future as Oyston & Skinner, William Y. Oyston, a silent member of the firm since 1867, securing the interest of Colonel Shepard.

Mason City, Neb.—F. A. Amsberry has been succeeded in the Hardware business by J. D. and W. D. Ansberry.

Moberly, Mo.—Thorne & Gilhem have been succeeded in the Hardware business by the Thorne Mercantile Co.

New Market, Iowa.—C. O. Hicks has been succeeded in the Hardware business by Hicks & Pace.

New Orleans, La.—Increased business has caused the firm of Stauffer, Eshleman & Co., Hardware dealers, to enlarge their store at Canal and Dorsiere streets.

Oklahoma City, Okla.—W. C. Wright has sold his Hardware store to Klein Bros.

Orchard, Neb.—Wm. Miller has been succeeded in the Hardware business by Miller & Knapp.

Ozark, Mo.—The Crescent Hardware Co. has sold its business to the Ozark Hardware Co.

Richards, Mo.—J. M. Cain Mercantile Co. has purchased the Hardware business of Cain & Kramer.

Rockwood, Tenn.—W. D. Acuff & Co. have succeeded G. D Morgan, carrying Hardware, queensware, paints and oils.

Terry, Mont.—The Stith Hardware Co. has succeeded to the business of J. W. Stith.

Utica, Neb.—H. D. Ragan has sold his Hardware store to G. Goodbrod.

Wellman, Iowa.—Harry Huffman has sold his Hardware store to Mr. Snavely, of Pleasantville, who will take possession at once.

Wenatchee, Wash.—The Scheble Brothers Hardware Company has sold the entire stock of Hardware to C. B. Halbert and J. F. Webber.

Wichita, Kan.—The North American Cutlery Co., of Beaver City, Neb., has moved to Wichita.

Wolbach, Neb.—Bissell & Seavey have succeeded to the Hardware business of Bissell, Seavey & Bissell.

A meeting of the retail Hardware merchants of Alabama was called August 6 at the Florence Hotel, Birmingham. The purpose of the meeting was to perfect a more thorough organization among the Hardware merchants with a view of protecting their interests. The convention was held under the auspices of the National Retail Hardware Merchants' Association. Among the points that came up for discussion at the convention were the present collection laws, the lack of shipping facilities and unfair rates, the best methods of meeting the competition of mail order houses and other live questions of peculiar interest to the retail Hardwaremen.

AVOID ACCIDENTS LIKE THIS!



The Equivalent of 120 Gallons of Water in three pounds of weight.
all for $1.00
Absolute protection to auto or motor boat as well as home, office or business is assured when

FITE FIRE
TRADE MARK.

is on hand.

The tube contains dry powder only, which is easily discharged. Each tube generates about 1,000 cubic feet of nitrogen gas, which is absolute DEATH TO COMBUSTION No acid or liquid, no corrosion, leakage, pressure, explosion, or freezing. Harmless to flesh and fabric. Does not deteriorate with age. No complicated instructions. The only safeguard against burning oil.

A HOT SELLER. *Write for terms.*

HENRY W. LANDAU, Manufacturer
GREEN ST and N. J. R. R. AVE.
NEWARK, N. J.

"SOOT-PROOF"
SPARK PLUG

The best selling Plug on the market.

Does not deteriorate and cannot short-circuit.

Its life is practically unlimited.

IT IS A TRADE BUILDER

It is reliable and gives satisfaction in every instance.

The Plug of all Plugs.

Retails for $1.00.

Send for discounts.



The Hardware and Auto Sundries Dealer should sell this Plug because it has so many easily understood points of value, and is so worthy of recommendation.

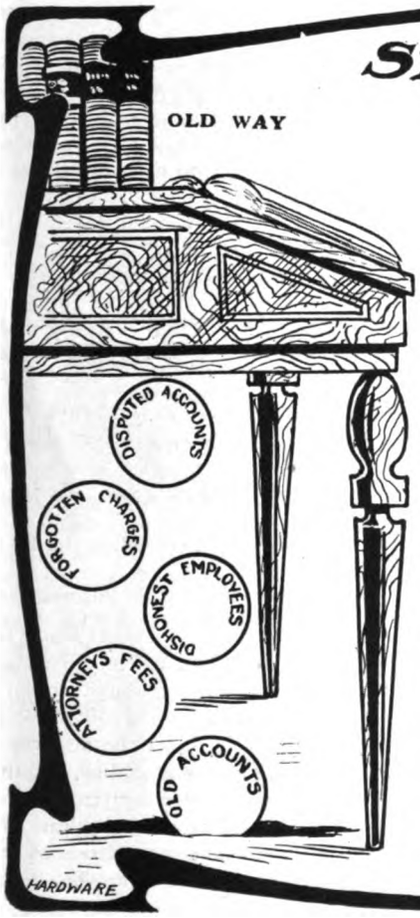
C. A. MEZGER INC.
Manufacturers
40 W. 60th St.
N. Y. City

National Sales Corporation
Factory Sales Managers
296 Broadway
N. Y. City

IT'S STRONGEST POINT-IT ALWAYS SPARKS

STOP THE LEAKS

OLD WAY



MODERNIZE YOUR BUSINESS

The

Huber Perfect System

Insures Absolutely:

NO FORGOTTEN CHARGES
NO DISPUTED ACCOUNTS
NO BILLS TO MAKE OUT

We have thousands of users, and can give absolute proof of the thorough practicability of the

HUBER ACCOUNTANT REGISTER

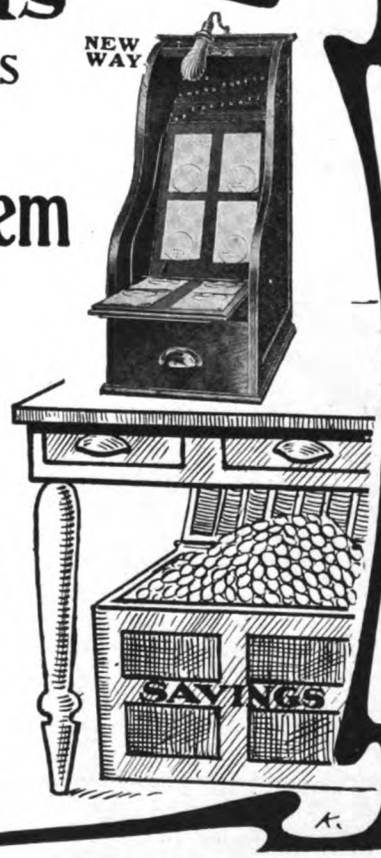
No springs to break; in fact nothing to get out of order. Will last a business lifetime, and is so simple a child can operate.

Especially adapted to the Hardware trade.

Write Today for Particulars

HUBER ACCOUNT REGISTER CO.
2982 MAIN STREET, BUFFALO, N. Y.

NEW WAY



AMONG THE MANUFACTURERS

NEW INCORPORATIONS, Etc.

Columbus, Ohio.—The Hyatt-Wise Manufacturing Co., capital, $25,000, to manufacture and sell gas burners, dies, tools and sheet metal specialties, has been incorporated by Samuel W. Hyatt, Oscar, Floyd E. and Ralph F. Wise and Alfred L. Jones.

Columbus, Ohio.—The International Saw and Tool Company, which was incorporated some time ago with a capital stock of $50,000, has leased a building at 101 South Scioto street and is now engaged in the manufacture of circular saws and the patent Krieger inserted saw tooth. The officers of the company are Andrew Krieger, president; Philip Schlapp, vice-president; A. M. Harris, secretary and treasurer. The board of directors is composed of the officers and Fred Siegel and Joseph Barnhard. The company has a completely fitted shop and will make all kinds of circular saws and do all classes of saw repairing.

Hackettstown, N. J.—American Saw Works, manufacturing saws, railroad, electric light, telephone equipment; capital, $100,000. Incorporators: W. E. Swanger, R. H. Richards, Hackettstown; E. A. Simmon, Brooklyn, N. Y.

Jamestown, N. Y.—Crescent Tool Co., manufacturing Hardware, specialties, tools, etc.; capital, $30,000. Incorporators: K. Peterson, A. Karlson, C. F. Falldin, J. E. Anderson, C. S. Grover, Jamestown.

Jersey City, N. J.—The American Link-Chain Belt Co., to manufacture detachable link-chain belts, etc., has been organized. The capital stock of the company is $125,000.

Kittery, Me.—New England Bolt and Steel Co.; bolts, nuts, screws, etc.; capital, $150,000. President, A. H. Peavy; treasurer, O. S. Paul, Kittery.

Lakewood, N. J.—Lakewood Caster Co. has been incorporated to manufacture casters, iron and wood, for beds and furniture; capital, $12,000. Incorporators: E. H. Humphrey, E. J. Dougherty, F. E. Wells, Lakewood, N. J., and others.

Newark, N. J.—Ira F. White & Son Co., to manufacture carving sets, kitchen cutlery and Hardware specialties; capital, $125,000. Incorporators: Frank White, Fred Winkler, Edward Buehler.

New York, N. Y.—No-Say-Wire-Fence Co., manufacture wire fences and wire goods; capital, $250,000. Incorporators: W. R. Dodge, A. W. Naar, C. Dickson, W. H. Dodge, Manhattan.

New York, N. Y.—The Deiller Faucet Co. has been incorporated to manufacture faucets, pumps, valves, etc., with a capital of $125,000.



Pittsburgh, Pa.—The E. T. Lippert Saw Company has applied for a charter. The new company succeeds the E. T. Lippert Saw Manufacturing Company, with an addition of $100,000 to the capital stock.

Warren, Ohio.—Warren Stove Co.; capital, $75,000, by L. M. Johnson and others.

Wellsville, N. Y.—D. L. Baker Machine Co., to manufacture agricultural implements; capital, $20,000. Incorporators: Daniel L. Baker and Daniel H. Fuller, Scio, N. Y.; Charles M. Hallock, Wellsville, N. Y.

Wilkesbarre, Pa.—The Bates Manufacturing Co. has been formed for the purpose of manufacturing furnaces, stoves and appliances for heating buildings. The stockholders are Joseph G. Schuler, Frank Baab, Charles D. Foster, William D. Russell, James R. Scouton, George S. Alexander, John M. Garman, Daniel L. Hart, Christian Walter, Morgan Weller, Adam Turkes, James M. Poland and Charles M. Bates of Wilkesbarre, E. L. Crisman, John B. Reynolds and J. Herbert Reynolds of Kingston, and Isaac H. Coursen of Wyoming. The amount of the capital stock is $50,000.

CHANGES AND IMPROVEMENTS

Camillus, N. Y.—Plans have been completed for an office building to be erected by the Camillus Cutlery Company. It is to be 25 by 40 feet in dimensions and two stories high. The building will contain all modern appliances for office work. The office now used will be added to the factory. The company is steadily enlarging its plant.

Cleveland, Ohio.—The Cleveland Tool & Supply Co. has increased its capital stock from $20,000 to $100,000.

Hartford, Conn.—The Clayton Brothers Company, shear manufacturers, are having plans prepared for a new building, which will be used for tempering and hardening.

Pekin, Ill.—The Pekin Implement Company is to be the name of the company which succeeds the Pekin Plow Company, which has been purchased by Charles Duisdieker of this city. The company have purchased two additional lots just west of the plow shops, and now have sufficient ground for the factory the size they propose to operate. It is proposed to manufacture various kinds of implements, but not plows.

Peoria, Ill.—The Keystone Fence Company and the Atlas Wire Company have been consolidated to be known hereafter as the Keystone Steel and Wire Company with a capital stock of $500,000. The two companies have been operating large manufacturing plants in the south part of the city the principal products being wire fencing, and the principal stockholders have been interested in both concerns.

Reading, Pa.—The Penn Hardware Company will erect a $35,000 addition to its plant. It will be 58 by 100 feet in dimensions and will have a slag roof. The building will be of brick and contain all the latest machinery for the manufacture of several lines of Hardware.

Rochester, N. Y.—An important deal in the whip business has just been consummated, whereby the New England Whip Company, of Westfield, Mass., has secured, by purchase, the entire business of the Woodbury Whip Company, of Rochester, N. Y. The Woodbury Whip Company has a capital stock and investment of $150,000. The plant will remain here.

Rock Island, Ill.—Owing to the large increase in business, the Rock Island Stove Company has found it necessary to make a number of improvements in the plant. The company has just completed the changing of the old mounting room from a one-and-a-half-story building to a three-story building. The roof of the building is of modern saw-tooth style.



The
PERFECT SAW JOINTER AND SKATE SHARPENER

The Only Practical Jointer

Uses any file, flat, triangular, or half round. Will "joint" or square any straight edge. A tool that no wide-awake carpenter or mechanic can afford to be without; saves time, labor, wear and tear on the hands and insures accuracy.

Used with a half-round file it is unsurpassed as a skate sharpener.

PIKE MANUFACTURING CO.
PIKE, N. H.

PARKER WIRE GOODS

PARKER General and Special designs in Wire "get there" with the fewest possible twists or crevices to harbor dirt. They are direct in purpose and substantially made—the most approved and useful patterns known.

PARKER Wire Goods will take good care of your trade. Let us send you catalog and prices.

PARKER WIRE GOODS COMPANY
1 Assonet St., Worcester, Mass., U. S. A.
New York Office, 107 Chambers St.

STILLSON
TRADE MARK

The original and only

GENUINE STILLSON WRENCH



is drop forged from high-grade steel and is a marvel of strength.

Takes hold, and holds pipes, fittings, etc., without crushing them and lets go with praiseworthy promptness.

Puts the just-as-good kind in the shade always.

That's why thousands of mechanics cling to the Stillson.



WALWORTH MFG. CO.
128-36 FEDERAL ST.
BOSTON, MASS.

NEW YORK OFFICE
PARK ROW BUILDING

ATLANTIC



Galvanized Striped Ware

Here's the issue with you, Mr. Dealer:

ATLANTIC WARE or the other kind?

IS IT SALES YOU WANT?

ATLANTIC WARE will outlast the other kind three to one. Place them side by side in your store and prove this.

IS IT PROFIT?

Then let us correspond. We will convince you that ATLANTIC WARE is a sure foundation for both sales and profits.

It is beautiful ware, made exceedingly strong and durable by its method of manufacture. It is different from all other Galvanized Ware.

We also make ATLANTIC TINWARE in great variety.
Send for our 94 page catalog, in colors.

ATLANTIC STAMPING CO.
185 Ames St. Rochester, N. Y.



REVIEW OF THE MARKETS

WIRE NAILS: The demand continues strong, so that there is no likelihood of the mills accumulating stocks for Fall trade during this month. There are indications of trouble in securing nails promptly enough to supply the merchants' needs, such as was experienced last Spring. A wise course to follow is to place orders early and keep future requirements well looked out for. It is not probable that any reduction in prices will be made. Quotations are as follows, fo.o.b. Pittsburgh, plus actual freight in point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers	$2.00
Carload lots to retailers	2.05

New York.—Considering the season, the demand is unusually good. Prices are as a rule maintained, although some Hardware jobbers are selling Nails below regular quotations to induce the buying of other goods. Jobbers' quotations in New York are as follows:

To retailers, carloads on dock	$2.19
Less than carloads on dock	2.33
Small lots at store	2.30

CUT NAILS: Nails are scarce on account of the difficulty in securing raw material. Those who bought nails at lower quotations than at present prevailing are in a position to shade prices. On July 31 the Cut Nail Association announced $2.10 base the recognized quotation. Quotations are as follows, f.o.b. Pittsburgh:

Carload lots to jobbers	$2.10
Less than carloads to jobbers	2.15
Less than carloads to retailers	2.25

New York.—The demand is fair, prices being held to as a rule, with the exception of a few instances where jobbers cut prices. The jobbers' quotations are on the basis of $2.30 for small lots from store.

BARB WIRE: New business is light, and buyers are sending in specifications on contracts freely. The mills are by degrees catching up on deliveries. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galvanized.
Jobbers, carload lots	$2.15	$2.45
Retailers, carload lots	2.20	2.50
Retailers, less than carload lots	2.30	2.60

SMOOTH FENCE WIRE: The manufacturers of fencing and wire goods are placing large contracts for Fall delivery. Specifications on contract orders placed some time ago are also being received in large numbers. The market is firm. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.85
Retailers, carloads	1.90

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

ROPE: Business is light, the demand being a little better though than during July. Quotations are as follows: Pure Manilla, 13 to 13½ cents; Б quality, 12 to 12½ cents. Pure Sisal, 9¼ cents; No. 2 quality, 7¾ to 8 cents; No. 1 Jute, ¼ inch and up, 9 cents; No. 2 Jute, 8½ cents.

LINSEED OIL: The following prices are quoted on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than five barrels.....44 cents per gallon
In lots of five barrels or more.....43 cents per gallon

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.
Calcutta Oil .....70 cents per gallon.

HARDWARE PATENTS

THE FOLLOWING LISTS OF PATENTS, TRADE MARKS AND DESIGNS OF INTEREST TO OUR PATRONS ARE FURNISHED BY DAVIS & DAVIS; SOLICITORS OF AMERICAN AND FOREIGN PATENTS, WASHINGTON, D. C., AND ST. PAUL BUILDING, NEW YORK CITY.

PATENTS EXPIRED JULY 22, 1907

432,534. SAW. A. Krieger, Columbus, Ohio.
432,548. WASHING MACHINE. J. D. McCurdy, Minneapolis, Minn.
432,575. CHURN. R. H. Socolofsky, Tampa, Kans.
432,587. PADLOCK. F. Wheaton, New York, N. Y.
432,603. CAN OPENER. H. T. Cook and F. Shepard, Alba, Mich.
432,663. DEHORNING SHEARS. T. Fields, Lee's Summit, Mo.
432,729. SCREW DRIVER. A. D. Goodell and H. E. Goodell, Shelburne Falls, Mass.
432,747. WASHING MACHINE. P. Downing, Bay City, Mich.

PATENTS ISSUED JULY 23, 1907

860,949. COMBINATION WRENCH. E. M. Walters, Uniontown, Pa.
860,992. CARPET STRETCHER. F. Richardson, Farmington, Mo.
861,010. SCREW DRIVER. J. A. Zeman, Davenport, Iowa.
861,011. COMBINATION TOOL. H. G. Ahlberg, Burlington, Iowa.
861,030. WRENCH. V. Hansen, Sparks, Nev.
861,035. SOLDERING IRON. G. D. King, Cusseta, Ga.
861,098. LAWN MOWER. I. Ellwood, Red Oak, Iowa.
861,154. IRONING TABLE. C. Zimmerman, Frederick, Md.

PATENTS EXPIRED JULY 29, 1907

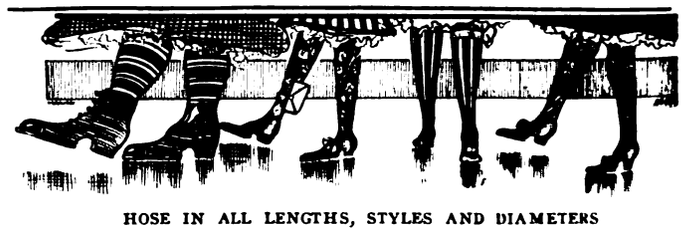
432,987. COMBINED BURGLAR ALARM AND DOOR FASTENER. C. K. Donnell, Webster, Me.
432,991. HANDLE FOR CUTLERY. C. E. Eggleston and J. H. LaFave, Meriden, Conn.
433,029. ATTACHMENT FOR LAWN MOWERS. C. D. Powers, Jr., Milwaukee, Wis.
433,093. COOKING STOVE. J. A. Price, Scranton, Pa.
433,098. COMBINATION TOOL. T. P. Schwarz, Stockton, Cal.
433,133. WASHING MACHINE. E. McDonald, Willow, Cal.
433,146. LATCH. F. N. Perkins, Cleveland, Ohio.
433,198. VALVE AND FAUCET. A. H. Dauchy, San Diego, Cal.

PATENTS ISSUED JULY 30, 1907

861,247. SKATE. E. H. Barney, Springfield, Mass.
861,287. LAWN MOWER. C. E. Jackson, Rockford, Ill.
861,421. COMBINED LOCK AND LATCH. W. H. F. Young, Muncie, Ind.
861,448. ICE CREAM FREEZER. G. B. Fellows and W. W. Wade, Fairfax, Mo.
861,449. WRENCH. G. C. Ferguson, Fredericton, N. B., Canada.
861,495. W. H. BRADFORD. Machias, Me.
861,524. WRENCH. J. O. Lalonde, Montreal, Quebec, Canada.
861,537. WASHING MACHINE. R. E. Redmond, New Castle, Pa.
861,583. STEP LADDER. G. E. Foster, Providence, R. I.

The office forces of the Nicholson File Company and of the American Screw Company, of Providence, R. I., enjoyed their annual outing on July 20. About fifty were present, and a clam bake and numerous games occupied the day. The committee in charge of the day's outing was made up of R. W. Hathaway and G. W. Collier.

A convenient index of the relative traffic activity of the larger railways is presented by the number of cars handled by thirty-two reporting car-service associations, the figures for June, 1907, 2,432,904 cars, comparing favorably with the June, 1906, figures of 2,268,897 cars. Figures for the six months of the year, 14,270,200 cars handled, are over 5 per cent. in excess of the corresponding 1906 figures.



HOSE IN ALL LENGTHS, STYLES AND DIAMETERS

HAMILTON RIFLES



For Quick Sales and Quick Profits

We show herewith our **latest** and newest type

MODEL 27 PRICE $1.50

Exceedingly simple hammer action of few parts.

Automatic Ejector which releases shell when barrel is "broken down."

Length over all, 30 ins. **Barrel** 16 ins. long, having front knife sight, open rear adjustable sight, and chambered for R. F. 22 caliber short and long cartridges.

The outer jacket of barrel and all working parts are of steel, having a beautiful blue-black gun finish, the stock and forearm being so designed as to give symmetry and style not usual in moderate priced rifles. **Tapered** barrel

Weight 2 1-2 lbs. Packed in cases of ten each, weight of case being 30 lbs.

The strongest and most accurate and durable moderate priced rifle ever offered.

Send for Circular describing Models No. 22, Bolt Action Type, $3.00; No. 19, Lever Action, $3.00; No. 15, Lever Action, $1.50

THE HAMILTON RIFLE CO.

Plymouth, Mich., U.S.A.

THREE IN ONE



CLEANS AND POLISHES

PREVENTS RUST

LUBRICATES

Read the label on the bottle.
It tells its own story!

Give it a trial, it will speak louder than ever.

Sell it—it speaks the loudest then.

50 to 100 % PROFIT

on all sizes.

How many do you need?

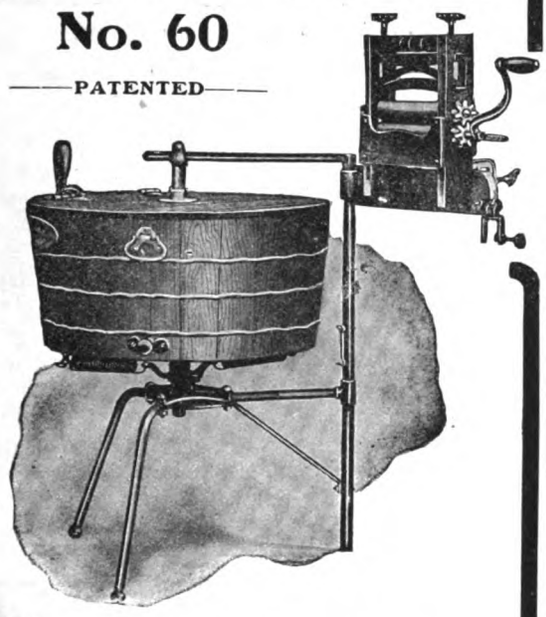
Ask your Jobber for trial order.

G. W. COLE CO.
42 Broadway
NEW YORK

NEW HOME WASHER

No. 60

——PATENTED——



A Perfect Machine. Easy Running. **Large Capacity. Rapid.**

A wonder worker and labor saver on wash day. The price will interest *you*, Mr. Jobber.

THE STANDARD MFG. CO., Shelby, Ohio.



LIKE A WHIRLWIND

The CYCLONE EGG BEATER

CLEANS UP THE PROFITS

Fastest seller the trade ever saw. Beats eggs perfectly in fifteen seconds. Has fine bearings, positive foot grip to avoid slipping arou d bowl. Has extension crank and convenient g i p.

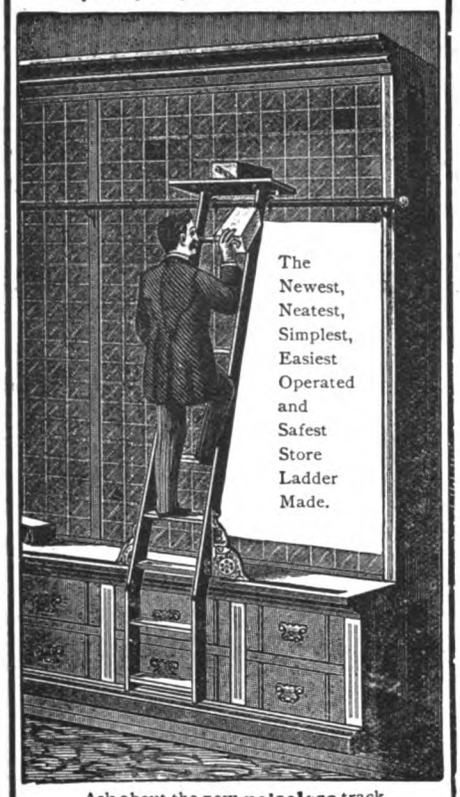
Not to sell the **CYCLONE** is your loss. Get prices, also list of other hot-selling specialties included in THE BROWNE LINE FROM KINGSTON.

W. G. BROWNE MFG. CO.
KINGSTON, N. Y.

HARDWARE



The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO .ILL.

THE SCHWERDTLE STAMP CO.,
PENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH PLATES-CHECK
BRIDGEPORT, CONN.

WESTON
Electrolytic Voltmeter



The accompanying cut illustrates a new model WESTON VOLTMETER expressly designed to meet the requirements of ELECTROPLATERS, ELECTROTYPERS and others engaged in the art of ELECTROMETALLURGY. It is accurate and thoroughly reliable. It is built in a thoroughly substantial manner; the workmanship is high grade. It is provided with a 15 point switch so that the difference of potential can be determined at any one of 15 tanks or all of them successively. It is *low priced* and *good*.

Special Bulletin describing the instrument and giving prices can be obtained upon application.

Weston Electrical Instrument Co.,
Waverly Park, NEWARK, N. J., U. S. A.

"HARDWARE" WILL KEEP YOU IN TOUCH

TURNER TORCHES



No. 12 Old Reliable Torch

is the highest grade of single jet type of torch made.

Constructed of the best quality heavy brass and being the first torch of its kind ever placed on the market, it is the favorite among all classes of mechanics.

You would not want a more profitable seller. Guaranteed.

Write your Jobber or us.

Price of No. 12 $3.25. Get our Catalog.

TURNER BRASS WORKS,
70 N. Franklin St., Chicago, Ill.

BARTHEL KEROSENE TORCH



Single charge, 1 pint of kerosene. Flame, 7 inches long from mouth of flame tube. Will melt ¼ inch copper rod in 1½ minutes. Gun metal flame tube. Positively the safest, best constructed and most economical torch made. COMBUSTION PERFECT.

Send for catalogs of Torches, Fire Pots and Stoves

BARTHEL BLOW LAMP CO.
OLD SOUTH BUILDING
BOSTON, MASS.

THE HEATH HARDWARE CO., Monroe, N. C.

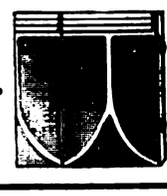
SOLD

Several Car Loads of

Cortright Metal Shingles

and made a good big profit during 1906. So did a number of others. Don't you want to join them in 1907?

Write for prices and particulars.



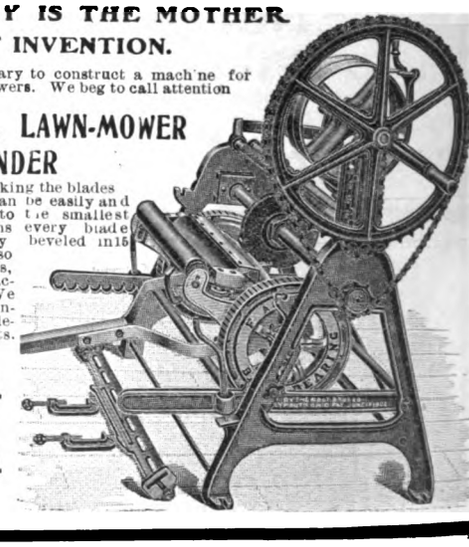
Cortright Metal Roofing Co.
524 Walnut St.
PHILADELPHIA, PA.

NECESSITY IS THE MOTHER OF INVENTION.

It became necessary to construct a machine for grinding Lawn-Mowers. We beg to call attention to the merits of

THE IDEAL LAWN-MOWER GRINDER

Grinds without taking the blades out. The Mower can be easily and quickly adjusted to the smallest fraction. Sharpens every blade keen and perfectly beveled in 15 to 20 minutes. Also grinds tools, skates, etc. Perfect satisfaction guaranteed. We solicit correspondence to fully demonstrate its merits.



The
ROOT BROS. CO.
Plymouth, O.

HOT and COLD ROLLED STRIP STEEL

Unequalled for Uniform Ductility, Accuracy in Gauge and Width and Fine Finish.

WEST LEECHBURG STEEL CO., Pittsburg, Pa.

BUFFALO WIRE WORKS CO.
WIRE CLOTH
Artistic METAL WORK
WIRE GOODS
BUFFALO, N.Y.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

MALE HELP WANTED

BUYERS—We have frequent calls from the 20,000 employers we serve for experienced Hardware Buyers, salaries $2,000 to $5,000. Write us today, stating experience. Hapgoods, 305 B'way, N. Y.

SALESMEN write the Dayton Label Co., Dayton, Ohio, for sample outfit and sell 2,000 Advertising Gummed Stickers for $1.00 to merchants "on the side;" 40 per cent. commission, and a square deal. State regular line.

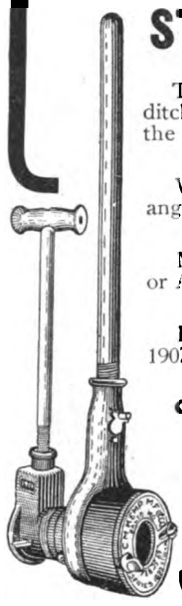
AGENTS WANTED.—To sell our specialties in Enameled Ware to Hardware and Housefurnishing Goods trade. Address Enamel Specialty Mfg. Co., Box 609, Pittsburgh, Pa.

AGENTS WANTED.—To sell Pieced, Stamped and Japanned Tinware on commission basis to Hardware and Housefurnishing Goods trade, and to scheme trade. Address Iron City Tin & Japan Co., McKees Rocks, Pa.

WANTED—Position as salesman or clerk, by young man having had seven years experience in the Hardware business. Address R. B. W., 305 Henry avenue, Sewickley, Pa.

For the Hard-to-Reach Places:

OLIMAX RATCHET STOCK



Threads pipe in the ditch, under the floor, in the corner, overhead, etc.

Works easily in any angle.

Made for either solid or Armstrong Dies.

Fully explained in our 1907 catalog of wonderful

Climax Plumbing Specialties

C. M. Kemp Mfg. Co.
405 E. Oliver St.
BALTIMORE, MD.
U. S. A.

EAGLE BRAND ROOFING

SECURE PROTECTION AND LONG SERVICE BY USING OUR ASPHALT ROOFING
SAVES REPAIRS---
SAVES RECOATING
SAVES RENEWING
Send for Samples & Pamphlet
STOWELL MFG. CO.
JERSEY CITY, N.J.

"The CLIFT FOLDING GARMENT HOOKS"



Particularly adapted for apartment houses and dwellings. A necessary article in halls, vestibules, closets, bath rooms, chambers, cloak rooms, restaurants, stores, auditoriums, schools and offices.
Send for pamphlet and price list.
THE CLIFT COMPANY
812 Cuyahoga Bldg., Cleveland, O.



IF you are after the BEST SEEDERS

that your money can buy at a profit for you, write us
Forty Years at it. We know how to make them best. Five kinds: CYCLONE, Cyclone, Jr., Little Wonder, Chicago Steel Bow, Champion, Jr.—all quick sellers.
Write for price to-day.
CYCLONE SEEDER CO., Urbana, Ind.
LONDON OFFICE: 149 Queen Victoria St., London, E. C.

2000 Gummed Stickers $1.00
Size 1¼ x 1½—4 Asst Colors
Dayton Label Co.
405 Arcade Building
Dayton, Ohio.



HEINISCH
TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.
BEST IN THE WORLD
R. HEINISCH'S SONS CO.
NEWARK, N. J., U. S. A.
New York Office and Salesroom, 155 Chambers St.



Pelouze Postal Scales



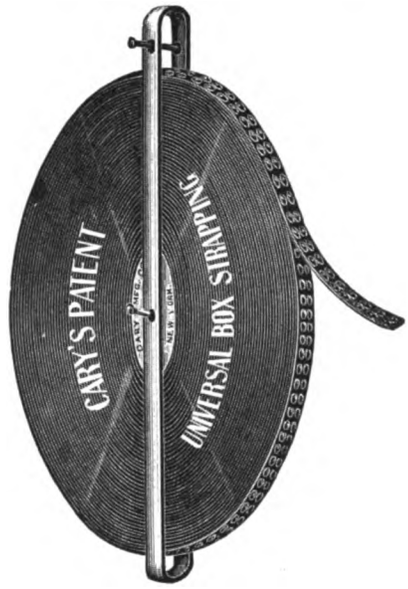
Invaluable to the Office, Store and Home. They tell instantly the exact cost of postage in cents on all classes of mail matter. Warranted accurate. Made in several sizes.

National	4 lbs.	$3.00	Mail and Express	16 lbs.	$5.00
Union	2½ lbs.	2.50	Commercial	12 lbs.	3.75
Columbian	2 lbs.	2.00	U. S.	4 lbs.	2.50
Star	1 lb.	1.50	Victor	1½ lbs.	2.00

Trade supplied through principal jobbers. For sale by Leading Dealers. Send for Catalog "P."
PELOUZE SCALE & MFG. CO., 118-130 West Jackson Boulevard, Chicago.
Manufacturers also of Pelouze Celebrated Family Scales.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each. **Patent Metal Reel Frame** with each coil. Straps made in four widths: ⅛, ⅜, ¼ and 1 inch. Patented in all countries.

CARY MFG. CO.

19 and 21 Roosevelt Street New York

Cable Address: CARLEIO

The Eaton & Prince Specifications

illustrate in detail the construction, plans and sizes of E. & P. hand-power elevators.

They are built both in ***center-lift*** and ***corner-lift*** patterns.

They can be selected ***direct*** from The E. & P. Specifications.

THESE ELEVATORS ARE CARRIED IN STOCK IN CHICAGO—

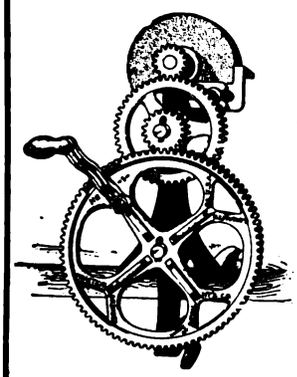
Thus prompt delivery is ***secured*** and ***assured.***

Ask for folder No. 56 and learn *how easy* it is to order therefrom, and *how reasonable* are the prices therein.

EATON & PRINCE COMPANY

CHICAGO

ROYAL GRINDERS



CUT QUICK AND KEEP ON CUTTING!

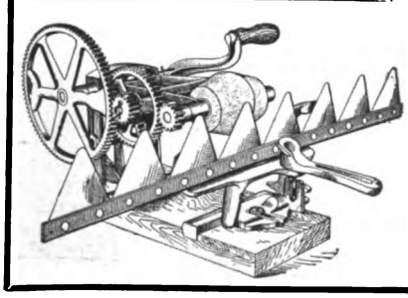
Speed and a light pressure of the tool is all that is necessary, in comparison to elbow grease and back breaking work when the old-fashioned grindstone is used.

ROYAL GRINDERS are made in various sizes for foot or hand power. Useful in the kitchen, store, workshop or farm.

Every Grinder fully guaranteed

Liberal discounts to the trade. Write for catalog.

Our grinders are fitted with wheels of the finest **ALUNDUM** —the hardest, sharpest and most durable abrasive material known to science. Our Catalog tells all about it.



ROYAL MFG. CO.

282 E. Walnut Street, Lancaster, Pa.

Representatives:

HERBERT PORZER & Co., 149 Church Street, New York.

E. G. CURTIS & SON, 113-115 Michigan Street, Chicago.

Nothing in the World Loosens a STAR

STAR

EXPANSION BOLTS AND SHIELDS

For Quick, Secure, Labor-Saving Fastenings to Brick, Stone, Tile, Concrete, Etc.

100 DIFFERENT STYLES

of Shields to fit all regular stock screws

Send for Samples.

STAR EXPANSION BOLT CO

2nd St. and Trask Ave., Bayonne, N.J.

142 Lake St., Chicago. 147 Cedar St., N.Y.





KLENZOLA

The best preparation known for dissolving Dirt, Auto and Machine Grease, Paints, Oils, Stove Polish, Rust, Iron or Brass Stains, Fruit Stains, Printers' Ink, Acids, Shoe Blacking, &c.

HARMLESS TO HANDS

Contains no acids, strong alkili, worthless filling, or anything of a harmful nature.

Send for Circular and Testimonials

THE KLENZOLA CO.

13 W. 12TH ST., ERIE, PA.



PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS, PERCUSSION—

Ely's E. B.....52@55c
G. D.....per M 34@35c
F. L.....per M 40@42c
G. E.....per M 48@50c
Musket.....per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M.....20 & 5%
B.L. Caps (Sturtevant Shells) $3.00 per M.....20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.40
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges.....60&5%
Climax, 10 and 12 gauge.....65&10%
Club, Rival.....65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.....25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....30%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....30%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.95
Drop, B and larger, per 25 lb bag.....2.30
Buck, 25 lb bag.....2.70
Chilled, 25 lb bag.....2.20
Dust Shot, 25 lb bag.....2.40

GUN WADS—℔ 1000—

B E., 11 up.....$ 60
B. E., 9 and 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00 } 15%
P. E., 9 and 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
Ely's B. E., 11 and larger.....$1.70@$175
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes

	℔ doz.
Iowa Farming Tools.	
Hawkeye	$3.25
Western	4.00

Anti-Rattlers

Fernald, Quick Shift, ℔ doz. pair, net..$2.00
Burton's, ℔ doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00

Kohler's:	℔ Gro.
Daisy, No. 4	Net. $4.80
Perfect, No. 2	Net. 6.00
Bolt Holder, No. 1	Net. 8.40

Anvils

Eagle Anvils, ℔ lb, net.....8¼c
Hay-Budden, Wrought.....9¼@9¾c
Peter Wright's.....11@11½c
Trenton.....9 1-2@9¾c
Columbian, all steel, ℔ lb, net.....9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Augers.....70%
Com. Auger Bits.....70&5&70&10%
Forstner Pat. Bits.....25%
Ford Auger Bit Co:
Auger Bits } 40@40&5%
Car Bits } 40@40&5%
Machine Bits } 40@40&5%
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30.....40&7½%
Nobles Double Spur, No. 33.....65%
No. 10, Extension Lip.....25%
Car Bits, No. 10.....25%
Car Bits, No. 30.....40&7½%
Ring Augers.....65%
Jennings' Pattern.....60&5%@60&10%
Snell's Auger and Car Bits:
Extra.....60&10%
No. 1.....60&10&10%
Russell Jennings' Augers and Bits.....25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$6.50@7.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat.....25%
Clark's small, $18.....60&10%
Clark's large, $26.....40&10%
Ives' Model, ℔ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$3.25
German Pattern, net.....$4.75@5.75
Mayhew's Diamond ℔ doz. $1.25.....40%
Snell's Bell Hangers.....60%

TWIST DRILLS—

Bit Stock.....60&10&10@70%
Taper and Straight Shank..60&10@60, 10&5%

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....33⅓&5%
L'Hommedieu's.....6%
Snell's.....40%
Watrous'.....33⅓&7½%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratch	$3.50@4.00
Patent Peg	.81@84c
Sewing, Com	.88@$1.00
Shouldered Peg	.65@70c
Shouldered Brad	.63@66c
Socket Scratch ℔ gross	$11.50@$12.00

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ℔ doz. $7.50; No. 20, ℔ Doz. $10.....60&10%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Miller's Falls Adj. Tool Handles:
Nos. 1, $12; 4, $12; 5, $18.....20&10%
C. E. Jennings & Co's. Adj. Tool Hdls..33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18.....80%

Axes

Single Bit, base weights:
First Quality.....$5.00
Second Quality.....$4.50
Double Bit, base weights:
First Quality.....$7.50
Second Quality.....6.75

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc.....50%
Broad and Bbl.....40&10%
Boy's Axes.....50%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....50%
Broad and Bbl.....40&10%
Boy's Axes and Hatchets.....50%

Axle Grease

Dixon's "Everlasting" Graphite:

1	lb cans (36 in case)	15 cts.
2	" " " "	25 "
10	" firkins (6 in case)	$1.20 "
25	" "	2.75 "
50	" kegs	5.00 "
100	" "	9.00 "
200	" half bbls.	} 8½c lb
375-400	lb "	} 8½c lb

Snow Flake: } Discount 10%
One-quart cans, ℔ doz. . . . $ 2.00
Two-quart cans ℔ doz. . . . 3.20
One-gallon cans, ℔ doz. . . . 6.00
Five-gallon cans, ℔ doz. . . . 24.00
Quarter bbls. (15 gals.), ℔ gal.. .45
One-half bbls. ℔ gal. 40
Bbls., ℔ gal. 35

Balances, Spring

Chatillon's:
Light, class A.....50%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1.....50%
Class A3.....40%
Class D. E. F.....30%
Class G.....20%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10@60%

Beef Shavers

Enterprise:
Japanned, each, $6.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells

HAND—

Hand Bells, polished brass.....50@50&10%
Nickel Plated.....40&10@50%
Pure bell metal.....50&10%
Silver chime.....25@30%
Swiss.....50&10@50&10&5%
White metal.....50@50&5%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....40@40&10%
Gong, Yankee.....40&10@70%
New Departure:
Rotary.....50@10%
Push.....50%

COW—

Common wrought.....75&5@75&10&5%
Kentucky.....70@70&10%
Texas Star.....50%
Western, Sargent's list.....70@70&10%

Bellows

Blacksmiths'.....60&10@65%
Hand.....net prices
Moulders'.....

Belting Rubber

Boston Belting Co:
"Boston".....80%
"Imperial," seamless stitched.....45%
Niagara.....80%
New Jersey Car Spring & Rubber Co:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Miller's Falls.....15&10%

Binder Twine

	Per Pound
Sisal	9@9¼c
Standard	9@9¼c
Standard Manila	10¾@11c
Manila	12@12¼c
Pure Manila	13¾@14c

Bit Holders.

Angular ℔ dozen $24.00.....45&10%
Extension:
Barber's, ℔ doz. $15.00.....45@50%
Ives' ℔ doz. $30.00.....60&10%

Blind Adjusters

Columbian.....33⅓%
Domestic, ℔ doz. $3.00.....33⅓%
Excelsior, ℔ doz. $10.00.....50&10&2%
North's.....10%
Upson's Patent.....40%
Zimmerman's.....50&10%

Blind Fastenings and Tenons

Security Gravity, ℔ gr.....$9.00
Zimmerman's.....50&10%

Blocks, Tackle

Eddy's.....50&10@60%
Harts' Steel.....50@50&5%
Iron Strapped, Japanned Sheaves...70&10%
Iron Strapped, Lig Vitae Sheaves.....60%
Rope Strapped, Japanned Sheaves...65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....55%
Wrought Barrel.....80&80&10%
Wrought Barrel Bolts, Griffin's.....75%
Wrought Metal (Ives').....45%
Wrought Square.....70&10&10%
Wrt Shutter, Sargent list.....50&5&50&10&5%
Wrought Spring, Sargent's.....70&10@70&10&10%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅜x6 and smaller.....70&5%
Larger and longer.....60&21-2%
Phila. Eagle, $3.00 list May 24, '99.....30%
Bolt ends, list Feb. 14, '96.....65@65&5%
Bolt ends, with C and T nuts.....60%
Machine, ⅜x4 and smaller.....70&7 1-2%
Machine, larger and longer.....60&7 1-2%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99.....80%
Bay State, fluted.....75%
Eagle Phila.....33⅓%
Norway, Phila.....30%
Common.....30%
Norway, Phila.....30%
Portchester, Norway.....30%
Phila.....33⅓%

STOVE AND PLOW—

Plow.....55&5%
Stove.....35 & 35&5%

MISCELLANEOUS—

Sink.....33 1-3%

Bone Mills

Enterprise.....25@30%
Stearns.....40%

Borers

Enterprise.....25%
Each.....$1.25, $1.75, $2.50
Nos. 1 2 3
C. E. Jennings & Co.:
No. 6.....30&10%
No. 10.....25&10%
Common ring.....20&10%
Ives.....25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat.	$3.50,	$3.75
Ajax		40%
Phillips		$4.00 net

Box Scrapers

Bradley's.....20%
Stanley's Adjustable.....45%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal".....70 &10&10%
Standard Metal Strap Co's.:
Eclipse.....20&10%

Braces

Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....$1 50
C. E. Jennings & Co.:
No. 108@114½.....50&5&10%
No. 208½@214½.....50&5&10%
Lancaster Mach. & Knife Works.....50%
Fray's Gen. Spofford's.....60%

Brackets

Griffin's Folding.....70&10%
Griffin's Pressed Steel.....75&75&10%
Bradley's Pat., full cases.....80@80&10%
Bradley's, in broken cases.....75&10@80%
Baine's Adjustable.....25%

Bright Wire Goods

Standard list:
Steel.....90&10%
Brass.....85&25%

Bull Rings

Humason, Beckley & Co's.....80%
Rea's 2½ in. net, ℔ doz.....$1.50
Sargent's.....90%

Butchers' Cleavers

New List, Feb. 1, 1906:
Foster Bros., flat heads.....30%
Foster Bros., round heads.....30%
Lancaster Mach. & Knife Works....33⅓40%
L. & I. J. White.....30%
Plumb's.....30%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star.....15&10%
C. E. Jennings & Co.....25&7½%

Butter and Cheese Triers

Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges

Stanley's.....35&10%

Butts

BRASS—

Wrought Brass, New list.....45@45&10%

CAST IRON—

Fast Joint, broad.....40&10@50%
Fast Joint, narrow.....40&10@50%
Loose Joint.....70&10@75%
Loose Joint, Japanned.....70&10@75%
Loose Joint, Jap. with Acorns ..70&10@75%
Loose Pin.....70&10@75%
Mayer's Hinges.....70@70&5%
Parliament Butts.....70@70&5%

WROUGHT STEEL—

	Discount.
Reversible and Broad	70&5%
Light reversible, Light Narrow	70&5%
Loose Joint, Narrow L'ht, Inside Blind, etc	70%
Back Flaps, Table Chest	35%

Can Openers

American.....₩ gross, $1.75@$2.00
No. 5, iron handle.....₩ gross, $2.00
Sardine Scissors.....$1.75@$3.00
Sardine Scissors, forged steel..₩ doz., $3.00
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50
80%@80&10%

Cartridges

See Ammunition.

Casters

Bed.....65&10%
French or Philadelphia Iron wheel
70&10%
Plate.....60&5%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders

Humason, Beckley & Co's.....70%
Sargent's.....70&10%
Welton's.....70&10%

Chain

American Coil, Straight Link:

Inch	₩ 100 Lbs.
3-16	$8.77
¼	6.17
5-16	5.02
⅜	4.57
7-16	4.37
½	4.27
9-16	4.22
⅝	4.17
¾	4.07
⅞ to 1	4 02
1¼ to 1½	4 12

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain.....40%

Chains

Galvanized Pump chain, ½ lb.....4¼@4½c
Deer. coil, list July 24, '97.....60&10.&10.&70%
Ger. Halter chain, list July 24, '97..60&10&5%
Jack chain, Iron.....60&10%
Jack chain, Brass.....50&10%
Oneida Wire Dog chains.....55&50&5%
Trace, Wagon and Fancy Chains:
New list.....80%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....5%

COW TIES—

American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....35%
Sisal.....30%

Chain Guards

Aluminum S. & N. Co.....50%

Carpet Stretchers

Bullard ₩ doz.....$4.00
Montross' "Excelsior" and Tack Hammer Combined, ₩ doz., $6.00.....20%
Cast Iron, Steel points, ₩ doz. ..60 60 &10%
Sockets, ₩ doz.....$1.60

Carpet Sweepers

Sterling Carpet Sweepers:

Model A, Nickel trimmings		25.00
" B, Japd.	"	21.00
" " Nickel	"	23.00
" C, "	"	21.50
" D, Japd.	"	19.50

Carpet and Rug Beaters

	₩ Doz.	₩ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise.....25%@30%
Goodell's Family, net ₩ doz.....$5.00
Rollman's, net., ₩ doz.....6.00

Chisels

SOCKET FRAMING & FIRMER—

Standard Lists.....70&10@75%
L. & I. J. White.....30@30&5%
C. E. Jennings & Co., No. 70.....25&10%
Jennings & Griffin Mfg. Co.....60%

TANGED & MISCELLANEOUS—

W. & S. Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels.....25%
Tanged Gouges.....25%
Tanged Firmers.....30&10@35%
Tanged Gouges.....33⅓%
L. & I. J. White.....25&5%

COLD CHISELS—

Good quality, ₩ lb.....18&18c
Snell's best C. S.....40&5%
Cronk's.....50%

Cleaners, Sidewalk

	₩ Doz.
Challenge Shank	$6.25
Star Shank	5.24
Star Socket	4.05

Clippers

HORSE—

Chicago Flexible Shaft Co's.:	Each.	
Lightning Belt Clipping Mach.	$15.00	25 & 10%
New '98, Chicago	8.75	
1908 Chicago	10.75	
Twentieth Century	5.00	
Snow Flake.		
One-pint cans, ₩ doz.	$ 3.00	40 & 10%
One-quart cans, ₩ doz.	4.80	
One-gallon cans, ₩ doz.	15.00	
Five-gallon cans, ₩ doz.	66.00	

Cocks, Brass

Hardware List:
Plain Bibbs, Globe, Kerosene Racking, Liquor, Bottling, &c.....60&10@65%
Compression Bibbs.....55&10@60%

Coffee Mills

Box and Side.....50&10%
Enterprise Mfg. Co.....30@35%
Lane Bros. Co.....25%

Compasses, Dividers, &c

Athol Calipers and Dividers.....40%
Bemis & Call Co's.:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers...70@70& 75%

Coopers' Tools

L. & I. J. White.....20@20&5
Sandusky Tool Co.....20@20&10%

Corkscrews

Detroit Cork Screw Co.....33⅓%
Humason & Beckley Mfg. Co.....50&10%
Samson, ₩ doz.....$10.00

Corn Hooks

	₩ Doz.
Kretzinger Cut-Easy	net $3.00

Corn Knives and Cutters

Bradley's.....net
Wadsworth's.....60%

Countersinks

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50%

Cow Ties

See Chains.

Crayons

Sargent's List.....20%

Dixon's:	₩ Gro.
Eclipse.....7 in., $5.75; 9 in., $4.25	
Emerald	5.00
Oriole	5.0
Rainbow	3.12
Solid	7.50
Tailor, black, $5.25; red and blue	9.00

Zelnicker's Lumber. ₩ gro.
White and Purple. Indelible.....$7.50
Blue, Red, Green, Yellow and Terra Cotta, $6.50; Black.....$4.00
Giant Lumber, 5/16 in. x 15-16 in. round, all colors, $16.25; Indelibles.....$14.75
Genuine Soapstone, Metal Workers', 5 in. x ¼ in. Round, $2.50; 5 in. x ¼ in. Square, $1.75; 5 x ⅜ x 3-16, $2.50; 5 x 1¼ x 3-16.....$6.00

Curry Combs

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co's.....25&10%

Cutlery

Foster's Pocket.....20%
Carriers' Pocket.....50%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hd'wre Co., new list.....50@50&10%

Door Checks

Bardsley's.....45%
Columbia.....50&10%
Eclipse.....30&10%
Home.....50&10%
Pullman Screen, ₩ gross net.....$54.00

Door Holders

Empire.....50%
Superior.....33⅓%

Door Springs

Columbian Steel.....20%
" Faultless.....50%
Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....25%
Pullman Coil.....35%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 30 in., ₩ doz. net.....$1.10
" " 48 in., " " " " 3.50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners

Iwan's Adjustable.....50%
Iwan's Stationary.....40%

Drawing Knives

Standard List.....75&5@ 75&10%
Adjustable Handle.....25@25&10
Jennings & Griffin.....70&10%
Watrous.....16⅔%
L. & I. J. White.....20&5@ 25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's 50&10 @60&10%
Blacksmiths'.....$1.50@$1.75
Breast, Miller's Falls, each $8.00....15&10%
Hand, Goodell's.....50&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00.....33⅓%

TWIST DRILLS—

See Augers and Bits.

Drive Punches

Bemis & Call's:
Hand forged, round.....50%
Hand forged, oval.....50%

Egg Beaters

Holt-Lyon Co.:	₩ Doz.	₩ Gro.
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz.	1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.80
No. 2, Tinned, hotel size	2.00	24.00

Emery Wheel Dressers.

Sterling.....35%

Escutcheons

Wood.....25%

Farriers' Knives

	₩ Doz.
"Challenge"	$2.00
Popes	3.00
Wilkinson's, net	3.00
Woostenholm's	3.25

Faucets

Petroleum.....70&10@75%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40&10%
Lane's.....40&10%

Files

DOMESTIC—

New list, Nov. 1, 1899:
American.....75&10@75&10&10%
Arcade.....75&10@75&10&10%
J. Barton Smith.....75&10@75&10&10%
Delta.....70%
Disston's.....75%
Disston's Superfine.....50%
Eagle.....75&10@ 75&10&10%
Great Western.....75&10@ 75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan.....75&10@75&10&10%
Nicholson.....70&10@75&5&5%
Nicholson's X. F. Files.....40@40&10%
Royal.....30@30&10%

IMPORTED—

Stub's.....Stub's list, 33⅓@40%

Filters

Acorn.....50%
Fulper's Natural Stone.....$3.50@$13.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@ 60&10%
Kirby & Limerick, low list (50c. base)...10

Fishing Tackle

Bishop's:	₩ Doz
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Freezers, Ice Cream

"Alaska":

Qts.	1	2	3	4	6
Each	$1.25	$1.60	$1.90	$2.20	$2.80

"Arctic":

Qts.	1	2	3	4	6	8
Net	$1.10	1.30	1.50	1.80	2.30	2.95
	10	12	15		20	25
	3.80	4.50	5.20		—	—

"North Star:"

Net	$1.25	$1.45	$1.75	$2.25

"White Mountain":

Qts.	1	2	3	4	6	8
Net	$1.25	1.60	1.90	2.20	2.80	3.60
	10	12	15		20	25
	4.85	5.85	7.00		9.00	11.80

Fruit, Wine & Jelly Presses

Enterprise.....20@25%

Fry Pans

Standard list.....75&10% 80%

No.	1	2	3	4
₩ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₩ doz.	$6.00	$7.00	$8.00	$9.00

Kitchen Specialty Co.: Net ₩ Gro.

Size AA	$3.10
" A	5.70
" B	9.30
" C	9.30

Gauges

Bemis & Call's Steel.....30%
Disston's Mortise.....67½%
Marking Mortise, etc.....50&10&10%
Stanley's.....35%
Starrett's Surface, Center and Scratch.
35&10%
Wire, Morse.....25%
Wire, P. S. & W.....33⅓%

Gimlets

"Diamond" Gimlets, ₩ gro.....$4.00@$4.25
Double Cut.....40&10%&50%
Metal Head.....60&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40%

Glue Pots

See Hollow Ware.

Graphite, Lubricating

Dixon's Pure Flake:

632— 1 lb. cans	20c. ea
633— 5 lb. screw top tin cans	85c. ea
634— 10 lb. screw top tin cans	$1.60 ea
644— 25 lb. boxes	15c. lb
645— 50 lb. boxes	14½c. lb
646—100 lb. kegs	13c. lb
647—250 lb. barrels	12c. lb

Grindstone Fixtures

Cronk's.....30%
P. S. & W.....25%
Stowells Extra Heavy.....40&10%
Stowells Light.....40%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₩ doz.....$3.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....35%
Sisal Rope.....25%
Web Halters.....35&25%

Hammers

HANDLED HAMMERS—

Henry Cheney Hammer Co.:
Adze Eye.....40&10&10%
Blacksmiths' Hand.....40&10%
Machinists'.....30&10%
Tinners' Hand.....30&10%
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75.....50%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....40&5&5%
Engineers and B. S. Hand.....50&10&5%
Quaker City Hammers.....40&10%
Riveting and Tinners'.....40&5&5%

HEAVY HAMMERS & SLEDGES—

Under 3 lb 50c lb.....30&5%
3 to 5 lb 40c lb.....30&5%
Over 5 lb 30c lb.....30&10&5%
Wilkinson's Smiths.....9½@10c ₩ lb

Hammock Ropes

Covert Mfg. Co.:
Jute.....35%
Sisal.....30%

Handles

WOOD—

Auger, assorted, ₩ gro.....$2.75
Auger, large, ₩ gro.....3.25
Auger, Ives' Pat., No. 1.....30&10%
No. 2 to 8.....40%
Axe, Pick, etc.....30&10%@40&10&5%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron.....25@35%
Brad Awl, ₩ gro.....$1.65@$1.75
Chisel, Worcester, leather capped, ₩ doz. net.....$1.50
File, assorted, ₩ gro.....$1.80@$1.90
Firmer, Chisel, Apple, assorted, ₩ gro.....$1.60@$2.25

Hammer, Hatchet....60&10%
Hoe, Rake and Fork....40@45&5%
Rollis Hdw. Co. Hafts, $9.00....40&10%
"Simplicity" File Hdls, ₱ gro....$ .85&1.50
Saw and Plane....40&10@50%
Shovel and Spade, Wood D Handle....40%
Shovel & Spade, Long H'ndles....40@45&5%

CROSS-CUT SAW HANDLES—

Atkins....40%
Champion....50%
Disston's....50%

Hangers, Barn Door

Old Pattern....60&10%
New England....66⅔@70
Chicago Spring Butt Co.:
Friction....25%
Oscillating....25%
Big Twin....25%
Lane's:
Covered....60&5%
Hinged Pattern, net....$8.06 ₱ doz.
Standard....60&5%
Special, No. 25....$8.50
" " 30....9.20
" " 40....5.00
" " 20....6.25
Track for same, ₱ 100 ft. net....3.75
Cronk's:
Nos. 1, 1½, 2 and 3....60&5%
Nos. 11, 12....70&10%
No. 50, net....$3.80
No. 44, net....4.00
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr..60&10%
Myers' Stay-on....60%
Wilcox's New Century....50&10&10%

Hangers, Garment

Pullman's....₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard....net $3.15
Ball Bearing...." 4.50
No. 108...." 2.85
New Model...." 2.80
New Champion...." 2.25

Hardware Shelving

OAK CABINETS—

J. D. Warren Mfg. Co.:
No. B 488, 40 drawers, no partitions, run. ft., $8.50; net each....$30.00
No. 1656, 18 drawers, no partitions, run. ft., $4.25; net each....26.47
No. 1658, 24 drawers, no partitions, run. ft., $6.55; net each....54.28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each....15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each....18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each....22.92

NAIL BIN BASES—

No. 1722, 12 spaces, 150 lbs. each, run. ft., $2.71; net each....22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each....25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $5.85; net each....30.66

Hasps and Staples

Cronk's....50
McKinney's "Perfect"....60%
Wrought....87 1-2@87 1-2&10%
Wrought, Stanley....80%
Wrought, Griffin....80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track..$7.00
Myers Unloader, wood track....7.00
Comb. Car, Double steel T....7.00
Comb. Car, wood track....7.00
Rev. Car, Double steel track....7.00
Rev. Car, wood track....7.00
Myers Unloader, cable....7.00
Myers Unloader, single rail....7.00
Sure Grip Sling Car, steel or wood track....12.02
Dbl. Rail steel track, complete, ₱ ft.. —
Single Rail steel track, complete, ₱ ft .20
D. H. Fork steel, regular, each....1.60
Nellis Fork, each....3.00
Double Grapple Fork, each....7.00
Sprouts, Shear Fork, each....1.50
Walker Fork, each....2.50
Common 6 in. wood sheave pulley, Fig. 482, ₱ doz....3.20
Faultless steel frame K. P. pulley, Fig. 485, ₱ doz....4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz....3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz....4.80
Reed Wood Frame pulley with hook, Fig. 484, ₱ doz....4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz....3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz....4.50
Hanging Hooks for double steel track, ₱ doz....1.40
Hanging Hooks for single steel track, ₱ doz....1.40
Hanging Hooks for wood track, 10 in., ₱ doz....1.00
16 in., ₱ doz....1.20
Floor Hooks, ¾ in., ₱ doz....1.40
Malleable Rafter brackets, ₱ doz....70
Wrought Rafter brackets, ₱ doz....70
Rope Hitch, ₱ doz....3.20

Discount on above 45%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net...$9.50
Iwan's Hay, imp. serrated, ₱ doz., net.10.00
Kohler's Hay, sickle edge, ₱ doz., net. 9.50
Auburn Straw....40&10%
Weymouth, pat., ₱ doz., net....$6.00
Wadsworth's....40&10%

Hedge Trimmers

Wadsworth's:
No. 1....10%
No. 2....10%

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap { 6 to 12 in., ₱ lb....8½c; 14 to 20 in., ₱ lb....8½c; 22 to 36 in., ₱ lb....8½c }

STRAP AND T HINGES &c.

(New Prices.)

List December 20, 1904:
Light Strap Hinges....50&10%
Heavy Strap Hinges....60&5%
Light T Hinges....50%
Heavy T Hinges....40%
Extra Heavy T Hinges....50&10%
Hinge Hasps....33⅓%
Corrugated Heavy Strap....60&5%
Corrugated Ex. Heavy T....50&10%
Extra 10 & 7½ @

SPRING HINGES—

Bommer Brothers:
Bommer Spring Hinges....40%
Bommer B. B. Floor Hinges....40%
Bardsley's Patent Checking....33⅓%
Chicago Spring Butt Co.:
Chicago Spring Hinges....25%
Triple End Spring Hinges....50%
Chicago Ball Bearing Floor Hinge....50%
Garden City Fire Engine House Hinge..25%
Keene's Saloon Door Hinge....25%
Columbian:
Steel Hinges....60&10%
Floor Hinges....66&10%
American....30%
Gem....30%
Oxford....30%
Acme, Steel....30%
" Brass....25%
Niles Mfg. Co....30&5%
Superior:
Floor Hinges....33⅓%

GATE HINGES—

Clark's, Nos. 1, 2, 3....$3.00@$5.00
N. E., ₱ doz., $7.50....60%
N. E., Reversible, ₱ doz., $5.50....60%
N. Y. State, ₱ doz., $4.80....60%
Western, ₱ doz., $4.20....60%

BLIND HINGES—

Parker....70@75%
Sargent's, Nos. 1, 2, 5, 11, 12....75%
W. H. Co's., No. 2 Mortise Gravity..60&10%
Stanley's Steel Gravity Blind Hinges with Screws, ₱ doz....$1.25

Hitching Cords

Covert Mfg. Co....45%
Hitchers Stall....30&25%

Hollow Ware

ENAMELED—

Agate Nickel Steel Ware....33⅓%

STEEL HOLLOW WARE—

"Never Break" Steel:
Spiders, Griddles, &c....65&5%
Maslin Kettles, &c....60%
" " Porcelained..50&5 ,10&10%

STOVE HOLLOW WARE—

Blacklock:
Ground....50&5%
Plain or Unground....60%
Country Ware ₱ 100 lbs. net....$3.00
Enameled Ware....45&10%

WHITE ENAMELED WARE—

Maslin Kettles....65&10%
Tinned Boilers and Saucepans....35&10%
Enameled....45&10%

GLUE POTS—

Tinned....30&10%
Enameled....35&10%

Hooks

BUSH—

Jennings & Griffin's....33⅓&5%
Wadsworths....55&10%

CAST IRON—

Ceiling, Sargent's list....50&10@60%
Chandelier....60@60&10%
Clothes Line, Sargent's list....50&10&10%
Coat and Hat, Sargent's list....50&10@60%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....60@60&10%
Picture....50&10%
Screw Hat....60&10@70%
Wardrobe....69&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz....$1.05@$1.25

MEAT—

Enterprise....40%

WIRE—

Atlas, new list, single cases....30%
Atlas, Metal Clasp....75&10%
Wire Coat and Hat, Acme....60&10%
Wire Coat and Hat, Gem....70&5%
Parker Wire Goods Co., King....70&10%
Wire Ceiling, Gem....70&5%

MISCELLANEOUS—

Belt....30%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....70%
Grass, Wadsworth's....60%
Cronk's, Grass, ₱ doz....$2.75
Hooks and Eyes, Brass....60@60&10%
Hooks and Eyes, Mal. Iron....70@70&10%
Cotton, box and hay....60@10&10

Horse Clippers

See Clippers.

Horse Nails

	Nos.	6	7	8	9	1	
A. C.		25c	28c	23c	21c	21c	40&5%
American, all sizes, net							9¼c
	Nos.	6	7	8	9	10	
Anchor and New Haven		12c. net for all sizes 5 to 10.					
	Nos.	6	7	8	9	10	
Ausable		28c	26c	25c	24c	23c	50&10%
Capewell		19c	18c	17c	16c	16c	10&5%
Champlain		28c	26c	25c	24c	23c	50%
Livingston		19c	18c	17c	16c	16c	10%
Northwestern		25c	23c	22c	21c	20c	25@25&5%
Putnam		23c	21c	20c	19c	18c	33⅓%
New Putnam		19c	18c	17c	16c	16c	10&10%
Vulcan		28c	21c	20c	19c	18c	25&10%

Horse, Mule, &c., Shoes

F. O. B. Pittsburgh:
Iron, per keg....$4.10
Steel, " 3.85
Burden's all sizes....3.90

Horse Ties

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Steel....33⅓
Jute....45%

Hose, Rubber

Boston Belting Co.:
"Boston"....80%
Niagara....80%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross....$3.00 net
Crown....net
Gem Ice Shave....net
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise,....No. 35, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain....20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50....20%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping, net ₱ doz....$1.50
Foster Bros., butcher, &c....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net

Knives, Hay and Straw

Wadsworth....40&10%

Knife Sharpeners

Pike's:
Nat. Grit Carving Knife Hones ₱ doz....$3.00
Solid Stone Carving Knife Hones ₱ doz....$2.25
Quick Edge Pocket Knife Hones ₱ doz....$2.50
Mounted Kitchen Sandstone ₱ doz....$1.50
} 50%

Knobs

Bardsley's wood, door, shutter and base....15%
Base, rubber tip, 2½ in bead, ₱ gro....$1.25@$1.50
Door Mineral....65@70c
Door Por. Jap'd....70@75
Door Por. Nickel....$2.05@$2.15

Lanterns

C. T. Ham, Class A, B, C and D....40&10%

Latches

₱ Doz.
Cronk's barn door, net....$3.00
Lane's Barn Door....40&10%

Lawn Mowers

Genuine Philadelphia Hand Mowers:
Style A (all steel) 10 in. wheel....60&10&5%
Style E, Rear cut, 10 in. wheel....70&10&5%
Styles K, C. M. S. T....70&10&5%
Drexels and Gold Coins....40%
Deweys....50%
"All Day" and "New" Mowers, net prices
Genuine Philadelphia Horse and Pony Mowers:
28 in Wrought frame Philadelphia....30%
30 and 35 in. Phila. D. P. & S. & S....40%
Eagle 30, 35 & 40 in S. & S....30%
IXL 30, 35 & 40 in S. & S....50%
25 & 30 in. 2 man or pony....50%

Lawn Sprinklers

Enterprise....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$20.00	30%

Kohler's:
Daisy, net, ₱ doz....$7.50
Mystic....6.00
Rainmaker....4.80
Dew Drop....1.20

Leads

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....35%
Sisal....20%

Lemon Squeezers

Berger Bros., ₱ doz...8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz....$2.60
Little Giant....50@50&5%
Porc. lined, Iron, ₱ doz....$1.75
Porc. lined, Wood, ₱ doz....$1.35
Wood, common, ₱ gro....No. 0, $5.25 @$5.50; No. 1, $8.25@$8.50

Levels

C. E. Jennings & Co's.:
Hexagon....25&10%
Iron Bench, new design....25&10%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish....40%
Cotton Chalk, 20 feet....40&10%
Cotton Trot....20%
Samson Cot., Nos. 4, $3.20; 4½, $3.75....20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50....20%
Wire Clothes:

	18	19	20
100 feet	$3.50	$3.75	$3 00
75 feet	1 75	1 85	1 10

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co....40%
R. & E. Mfg. Co....10%
Reading Hardware Co....40%
Sargent & Co....40%

CABINET—

Eagle Lock Co....33⅓%
Corbin....33⅓%
Yale....33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00..40%
Ames Sword Co....40@45%
Champion....40%
Corbin Cabinet Lock Co.'s....net
Eagle....40%
Smith & Egge bicycle....50%
Wrought steel and brass....75&10%
Yale Lock Co....net

TRUNK—

Corbin's....40%
Eagle....40%

Machine Bolts

See Bolts.

Mallets

Hickory....45@5&50%
Lignumvitæ....45@5&50%
Bliss:
Carpenters, Tinners, Box, Carvers...33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden, net ₱ doz....No. 2, $2.60
" " " " ....No. 3, $2.40
Regular Goods....70&5@70&10%

Meat and Food Cutters

American....30%

Nos.	401	402	403	404	405	406	407
Each	$5	$7	$10	$25	$50	$60	

Dixon's, ₱ doz....33⅓%

Nos.	1	2	3	4
Each	$14	$17	$19	$30

Enterprise....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$3.75	$6	$4.50	$6

Little Giant....40@50%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz....30@30&5%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise)....25@30%

Meat Juice Extractors

Enterprise....25&30%

Metals, Anti-Friction

Magnolia Metal Co.:	₱ Lb
Defender	20c
Kosmic	18c
Magnolia, Anti-Friction	25c
Mystic	16c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00....40%
Sargent's....60@60&10%

Mitre Boxes

C. E. Jennings & Co.....25%
Seavey's.....45%
Stanley Rule and Level Co.:
Nos. 240 to 460.....30%
Nos. 50 and 60.....35%

Mop Wringers

	₱ Doz.
No. 1 Reliance	$12.00
No. 2 Reliance	16.00

Motors

COFFEE MILL—

Specialty Novelty Co., each.....$5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads.....87½@87½&10%

PICTURE—

Niles' Patent.....40%
Porcelain head, combination list.....60&10%
Porcelain head, Sargent's list.....60%

Nail Nippers

"Gem," ½ gross lots, ₱ gross	$21.00
" less quantity, ₱ dozen	2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net	$7.50
Black Hawk, ₱ dozen	9.00
Cyclops	50%
Cronk's, ₱ dozen, net	$12.00
Eureka, No. 74, ₱ doz., net	$8.50
Eureka, No. 75, ₱ doz., net	$9.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00	30&5%
Lightning, ₱ doz., $18.00	20%
Morrills No. 1, list $20.00	50%
National, ₱ doz., $24.00	10%
Pelican, ₱ doz., $ 9.00	40@40&10%
Rollis Hardware Co., No. 1, $18.00	50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	8.50@8.75
Round, assorted	8.00@8.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	.55
Corrugated	40&10%
Knurled	40&10%

Nippers

Acme	50&5%
Nettleton Mfg. Co.:	
Reversible Cutting	40%
Smith's cutting	50%
Todd's cutting	50%

Nut Crackers

	₱ Gro
Acme, Japanned, $20.00	40%
Acme, Nickel Plated, $8.00	20%

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, blank	$4.80
Hexagon, blank	5.10
Square, blank, C. T. & R	5.10
Hexagon, blank, C. T. & R	5.70

Hot Pressed:

Mfrs. U. S. or Nar. Gauge	Standard
Square, blank	5.00
Hexagon, blank	5.40
Square, tapped	4.70
Hexagon, tapped	5.10

Oils

Linseed, city, boiled, in barrels
Linseed, city, raw, in barrels
Out of town on spot
Calcutta, raw, in barrels
} See "Review of Markets"
Lard, prime city, ₱ gal.....75@77c
Lard, Extra, No. 1.....58@55c
Lard, No 1.....49@52c

Oilers

	₱ Doz
Brass and copper	50&10
Tin or steel	65&10&5@70%
Cushman & Denison's:	
Gem	$ .50
Leader	.60
Perfect oilers	.75
Star pocket oilers	1.50
"Paragon," brass	50&10%
"Paragon," zinc	65&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust	70@70&10%
Zinc and tin	65@65&10%
American Tube & Stamping Co.:	
Spring bottom cans	70@70&10%
Railroad oilers, etc	60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':		
Hindostan, large axe	8c	₱ lb
" small "	10c	" "
Queer Creek Axe	16c	" "

} 40%

OIL STONES—

Pikes':		
Lily White Washita	60c	₱ lb
Rosy Red "	60c	" "
Extra "	50c	" "
No. 1 "	40c	" "
No. 2 "	25c	" "
Lily White " round edge slips	90c	" "
No. 1 Washita, round edge slips	70c	" "
Washita Pen Knife pieces	70c	" "
No. 1 Hard Arkansas stone 3 to 5½ in. long	$3.80	" "
No. 1 Hard Arkansas stone 5½ to 8 in. long	$3.50	" "
No. 1 Soft Arkansas stone 3 to 5½ in. long	$1.50	" "
No. 1 Soft Arkansas stone 5½ to 8 in. long	$1.70	" "
Soft Arkansas, round edge slips	$3.50	" "
Hard Arkansas, round edge slips	$4.00	" "
Hard Arkansas Pocket Knife pieces	$4.00	" "

} 33⅓

Pikes':
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes.....40%
India Oilstones, all grades and sizes.....33⅓
Queer Creek Oilstones.....20c ₱ lb
Chocolate Oilstones.....50c " "
Regular Hindostan.....8c " "
Small Hindostan.....10c " "
} 40
Pike's Selling Assortments:

Assortment No. 1	$20.00	net
" " 2	12.00	"
" " 3	15.00	"

Packing, Steam

RUBBER—

Boston Belting Co.:
Phoenix, net ₱ lb.....50c
Plumbago.....50%
Pure Packing, "Excelsior".....50%
Extra.....60%

MISCELLANEOUS— ₱ Lb

American Packing.....7@10c
Cotton Packing.....16@25c
Italian Packing.....9@12½c
Jute.....4@4½c
Russia Packing.....8@11c

Padlocks

See Locks.

Parers

APPLE—

Goodell Co.,		
Family Bay State	₱ doz	$15.00
Improved Bay State	"	36.00
New Lightning	"	7.00
Turn Table '98	"	6.00
White Mountain	"	5.00
Bonanza Improved	each	7.50
Dandy	"	10.00
Eureka Improved	"	20.00
New Century	"	20.00
Ranger	"	25.00
Livingston Nail Co.,		
Daisy	₱ doz	4.00
Little Star	"	5.00
Rocking Table	"	6.20
Reading Hardware Co.,		
Advance	₱ doz	4.00
Baldwin	"	4.50
Reading 72	"	5.25
Reading 78	"	6.25

POTATO—

Saratoga	₱ doz	7.00
White Mountain	"	6.00

Pencils

	₱ Gro
Dixon's:	
Carpenter's	$3.17@3.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.37
Colored lumber	9.00
Black artists	9.37
Colored	4.38@7.50
Assortment boxes	1.31@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 28, 1899.....70&5&@70&10

Pipe Hangers, Conductor

Iwan's, Perfection wire.....50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.).....35&2½
Bench, first quality.....30@30&10
Bench, second quality.....40@40&10
C. E. Jennings & Co.....50 10
Molding.....25 25 10c

IRON PLANES—

C. E. Jennings & Co., iron.....50&10%
Sargent's.....60@60&10%
Standard Tool Co.....50@60&5%
Stanley Rule & Level Co.:
Bailey's.....35%
Miscellaneous.....30&5%

PLANE IRONS—

Buck Bros.....30%
C. E. Jennings & Co.....16⅔&10%
Stanley R. & L. Co.....35%
L. & I. J. White.....20&5@25%

Pliers and Nippers

Acme Nippers.....50&5%
Button.....75@75&10%
Cronk & Carrier Mfg. Co.:
American Button.....75&10%
Cronk's.....60%
Stub's Pattern.....45%
Combination and others.....33⅓%
eller's Farriers' Nippers. Pincers
Hand Tools.....40&15@40&10&5%
The Nettleton Mfg. Co. Reversible Cutting Nippers.....40%
P. S. & W. Tinners Cutting Nippers...40%
Utica Drop Forge & Tool Co.:
Pliers and Nippers, all kinds.....40%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co.....33⅓%

Plumbs and Levels

Davis':
Inclinometers.....20%
Iron Levels.....25&10%
Disston's Plumbs and Levels.....60&10%
Disston's Pocket Levels.....60&10%
C. E. Jennings & Co.'s Iron.....33⅓%
C. E. Jennings & Co.'s Iron, Adjustable.....40&7½%
Stanley R. & L. Co.....40%
Stanley's Duplex.....35%
Woods' Extension.....33⅓%

Police Goods

Tower & Lyon.....25%

Polish, Metal

Prestoline Liquid, new list.....40%
Prestoline Paste.....40%
George William Hoffman
U. S. Metal Polish Paste, 8 oz boxes,

₱ doz	$ .50
₱ gross	4.50
½ pound boxes, ₱ dozen	1.25
1 pound boxes, ₱ dozen	2.25
U. S. Liquid, 8 oz cans, ₱ dozen	1.35
₱ gross	12.00
Barkeeper's Friend Metal Polish ₱ dozen	1.75
₱ gross	18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans, ₱ lb	10c
Black Eagle, liquid, 10 oz. cans, ₱ doz	75c
Black Jack paste, ½ lb cans, ¼ gross	$9.00
Black Kid paste, 5 lb can, each	65c
Ladd's Black Beauty, ₱ 100 tins	6 75
Joseph Dixon's, ₱ gross, $5.75	10c
Dixon's Plumbago, ₱ lb	8c
Fireside, ₱ gross	2.50
Gem, ₱ gross, $4.50	10c
Japanese, ₱ gross	8.50
Jet black, per gross	8.50
Peerless Iron enamel, 10 oz. cans ₱ doz	1.50
Wynn's:	
Black silk, 5 lb. pail, each	70c
Black silk, ½ lb. box, ₱ doz	1.00
Black silk, 5 oz box, ₱ doz	75c
Black silk, ½ pint liquid, ₱ doz	1.00

Poppers, Corn

Square.	₱ Doz	₱ Gro
1 qt	$0.88	$ 10.00
1½ qt	1.10	11.00
2 qt	1.35	13.50

Post Hole Diggers

Avery's' Never-break"	₱ doz.	$24.00
Disston's Samson Digger, ₱ doz. $24		25%
Kohler's:		
Little Giant	₱ doz., net	$12.00
Hercules	" "	10.00
Invincible	" "	9.00
Pioneer	" "	7.20
Universal	" "	14.00
New Champion	" "	5.00
Rival	" "	8.00
Ryan's	₱ doz.,	$20.00
Iwan's:		₱ Doz
Split handle	net	$7 25
Perfection	"	8.25
Rockford Tack & Nail Co.:		
Rockford brand	₱ doz.,	6.50
Atlas pattern	" " "	7.50

Post Hole Augers

Iwan's Patent improved	40%
Vaughan's, 4 to 9 in	" " 7.00

Potato Hooks, Etc

Hoe Down Hooks	75&10&2%
Hop Hooks	60&10&2½%
Potato Hooks	70

Presses

See Fruit, Wine and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles.....33⅓
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00.....25%
Disston's Pruning Hook, ₱ doz., $12.00..25%
Smith's:
Pruning Shears.....60&10%
Rockdale Pruners.....33⅓%
Standard Tree Pruners.....75%
E. S. Lee & Co's. Pruning Tools.....40%
P. S. & W. Co's. Shears.....40&10%
Waters' Tree Pruners.....75&10%
Wilkinson's Shear & Cutlery Co.:
Hedge.....60&10%
Lawn and border.....60&10%

Pulleys

Awning.....60@60&10%
Axle.....60&10@60%
Brass screw.....60&10%
Ceiling.....60@60&10@60%
Clothes line, Japanned.....60
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Fox, all steel.....60%
"Grand Rapids," all steel.....60%
Hay Fork, swivel eye., ₱ dos., 4 in., $3.75; 6 in., $5.00.....55%
Hay Fork, Hartz, 4½ in., ₱ doz., $3.00.....50@10%
Hay Fork, 5 in., solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00.....40%
Side, Anti-Friction.....40%
Shade rack.....60%
Upright.....45%
50&10@50&10&10%

Pumps

Cistern, best grades.....60%
Pitcher Spout, best grades.....75&10@75&10%
Power Pumps, Myers'.....45%
Spray Pumps, Myers.....45%
Spray Pumps, Kohler's:
Daisy, net ₱ doz.....$ 7.20
Mechanical, net ₱ doz.....7.20
F. E. Myers & Bro., low list:
No. 1, Fig. 333, 8 in. Shallow Well Pump.....13.00
No. 8, Fig. 328, 8½ in. Shallow Well Pump.....15.00
No. 5, Fig. 307, 8 in. Deep Well Pump.....15.00
No. 6½, Fig. 307, 8½ in. Deep Well Pump.....17.00
No. 14, Fig. 621, 8 in. Deep or Shallow Well Pump.....15.00
No. 32, Fig. 328, 8 in. Deep Well Pump.....17.00
No. 56, Fig. 331, 8 in. Shallow Well Pump.....14.00
No. 59, Fig. 333, 8½ in. Shallow Well Pump.....17.00
No. 70, Fig. 338, 2½ in. Deep Well Pump.....15.00
No. 72, Fig. 333, 8 in. Deep Well Pump.....15.00
No. 102, Fig. 448, 8 in. Lift Pump.....9.00
No. 108, Fig. 448, 8½ in. Lift Pump.....11.00
No. 128, Fig. 510, 8 in. Lift Pump.....7.00
No. 131, Fig. 510, 8½ in. Lift Pump.....8.50
No. 225, Fig. 389, Windmill Pump.....12.50
No. 235, Fig. 408, Windmill Pump.....16.00
No. 240, Fig. 406, Regulator Pump.....26.00
No. 302, Fig. 477, Spray Pump, complete.....11.50
No. 330, Fig. 547, Knapsack Spray Pump.....10.00
Discount 50% f. o. b. Ashland.
No. 388, Fig. 513, Low Down Tank Force Pump, net.....5.00
No. 320, Fig. 492, Bucket Spray Pump, net.....2.00

Punches

Bemis & Call Co's.:
Cast Steel Drive.....50%
Morrill's.....50
Niagara Hollow.....40%
Niagara Solid.....55&10%
Saddlers' or Drive, good, doz.....70@75c
Snells' Tinners'.....40&10%

Rail

Barn Door, Light, Inches	½	⅝	¾
₱ 100 feet	$1.40	1.85	2.30

Barn Door, "None Better" No. 1, ₱ ft.....8½c
Barn Door, "None Better" No. 2, ₱ ft.....6c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c.....70%
Double Flange, ₱ ft., 8c.....70%
Cronk's:
O. N. T. style, No. 18.....$2.12
Double braced, No. 10 ₱ ft.....3½c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net.....$3.00
O. N. T. 1¼ in., net.....3.45
O. N. T. 1½ in., net.....4.00
Hinge Hanger, 1 in., ₱ 100 ft.....3.80
" " 1¼ " " " 3.95
Stowell's Wrought steel.....35%
Sliding Door, Bronzed Wrought iron, ₱ ft.....6½c
Sliding Door, Steel, Brass Plated, ₱ ft..5½c
Sliding Door, Wrought brass, 1¼ in ₱ lb.....38c
Victor Track Rail, 7c ₱ ft.....60&10&2½%

Rakes, Etc

Cronk's:
Malleable.....70&10%
New Champion.....$3.75, 4.00, 4.25 net
Victor.....$3.00, 3.25, 3.50 net
Anti-Clog Lawn.....$4.00 net
Never Break Garden.....75&10%
Queen City Lawn.....40%
Kohler's:
Lawn Queen, 20.....Net
" " 24.....$3.15
" " 28.....3.35
Jumbo Lawn, 28.....5.40
Paragon (wood head).....2.50
Steel Garden, 10-th.....2.00
" " 12-th.....2.10
" " 14-th.....2.25
" " 16-th.....2.40

Rasps, Horse

Disston's.....75%
New Nicholson Horse Rasp.....70&10@75%

Razors

Electric	List Net
Boracic	60%
Fox	40%
J. R. Torrey Razor Co	50%
Wostenholm & Butcher, $10.00 to £	10%

Razor Hones

Pike Mfg. Co.:
Belgian German and Swaty, all sizes...50%
Pike's Selling Assortments:
Assortment No. 1.....$18.00 net
" No. 2.....10.00 net

Registers and Ventilators

HOT AIR—

New list, July 1, 1907.
Black Japanned, White Japanned, Bronzed Finished, Electro-Plated and Nickel Plated.....66⅔%
White Porcelain.....60%
Solid Brass and Bronze Metal.....40&10%

Revolving Chimney Tops

Iwaus' Volcano.....55%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ℔ doz.....$3.00

Rings

See Bull Rings

Rivets and Burrs

COPPER—

Belt with Burrs.....33⅓@35%
Hose with Burrs.....33⅓@35%

IRON OR STEEL—

New list, Jan. 8, 1904.
Tinners.....70&10%
Miscellaneous.....70@10%

Rivet Sets

Regular list.....75@75&10%

Rollers, Stay

Cronk's:

Nos	50	55	56	60	65
℔ Dozen	.90c	.60c	.75c	.75c	.75c

Rope

	℔ Lb
Cotton Rope:	
Best ¼ in. and larger	18½@20c
Medium	16@17c
¼ in. and larger	
Common	10c
Jute Rope:	
No. 1 grade	9c
No 2. grade	8½c
Manila Pure:	
7-16 in. and larger	12½c
⅜ in.	14c
¼ and 5-16 in.	14½c
Sisal, Pure:	
7-16 in. and larger	9½c
⅜ in.	9½c
¼ and 5-16 in.	10½c

Root Cutters

Lane's.....25%

Rules

Athol, Steel.....33⅓%
Boxwood.....60 &60&10%
Ivory.....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood.....35&10%
" steel.....33⅓&10%
Lufkin's:
Steel.....50&10%
Lumber.....50&10%
Miscellaneous, Stanley's.....50@50&10%

Sad Irons

DOVER ASBESTOS—

Polishing.....50%
Pressing.....50%
Laundry.....45%
Sleeve.....50%
Tourist.....50%
Toy.....50%
Blacklock:
Plain black in cases, ℔ 100 lbs.....$2.75
Bronze finished in cases, ℔ 100 lbs.... 3.15
Aluminum finish, in cases, ℔ 100 lbs. 2.95
Full nickel, in cases, ℔ 100 lbs..... 3.75

COLD HANDLED—

Enterprise Mfg. Co. of Pa. New List. 12½&7½%

Safety Lifts

Burr Mfg. Co., steel.....70&10&10%

Sand and Emery Paper and Cloth

Baeder, Adamson & Co's. list:
Emery cloth.....50.&10@60%
Garnet paper.....25%
Flint and emery paper.....50.&10@60%

Sash Balances

Caldwell Mfg. Co.....50%
Pullman.....50&10@60%
Victor bronze.....75%
Victor steel.....70%

Sash Chain

Competition.....50&10%
Giant.....40%
Pullman bronze.....60%
Pullman steel.....60&10%
Royal metal.....60%

Sash Cord & Weight Fastener

Ives.....33⅓%
Titan (Tight-on).....33⅓%

Sash Cord

Cable Laid Italian, ℔ lb.....37c
Cable Laid Russia, ℔ lb.....21c
Common India, ℔ lb.....11@11½c
Patent Russia, ℔ lb.....20c
Patent India, ℔ lb.....17c
Silver Lake:
A Quality, drab, ℔ lb.....45c
A Quality, white, ℔ lb.....40c
B Quality, drab, ℔ lb.....40c
B Quality, white, ℔ lb.....35c

Sash Fasteners

Imperial.....33⅓%
Sash rollers.....70%
Champion.....50%
Ives casement fasteners.....40%
Ives Crescent, iron.....40.&20%
Ives Crescent, bronze and brass....45&7½%
Monitor, steel.....25%
Shutter sheaves.....60%
Window screen sash lifts.....60%

Sash Locks

Champion meeting rail.....50.
Champion side.....60%
Ives' patent:
Bronze and Brass.....55.&5%
Cast Iron.....60%
Crescent.....40&20%
Iron.....62½%
Window ventilating.....55%
Robinson pat. ventilating sash lock..33⅓%
Wrought bronze and brass.....55%
Wrought metal.....55%
Wrought steel.....55%
Paysons Signal.....80%
Pullman patent ventilating.....35%

Sash Weights

Ton lots at factory (Eastern).....$30.00

Sausage Stuffers or Fillers

Enterprise Mfg. Co.....25@25.&7½%
National Specialty Mfg. Co.....30&5%

Saws

Atkins:
Back saws.....40%
Band to 14 in. wide.....60%
Band ¼ to 8-16 in. wide.....50%
Butcher saws, Nos. 1, 2, 3, 5 and 7.....50%
Cabinet scrapers.....40%
Circular.....50%
Compass saws, Nos 2 and 3.....40%
Coping saws, Jones Nos. 1, 6 and 7...40%
" " " 2 and 3...40&10%
Corn knives, Nos. 1, 3, 4 and 7, ℔ doz net.....$2.00
Cross Cut.....35%
Gang.....50%
Hack saws.....40%
Hand saws.....15%
Keyhole saws, No 6.....40%
Panel and rip.....40%
Pruning and Compass.....40%
Saw filers, Wilson, ℔ doz., net.....$12.00
Trowels.....35%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws.....30&10&10%
Disston's:
Circular, solid and inserted tooth....50%
Band 2 in. to 18 in. wide.....60%
Band ¼ in. to 1¼ in.....60%
Cross cuts.....45%
Narrow cross cuts.....50%
Miley, mill and drag.....50%
Framed wood saws.....25%
Wood saw blades.....
Wood saw rods.....15
Hand saws, Nos. 12, 99, 9, 16, D100, D85, 120, 76, 77, 8.....20%
Hand saws, Nos. 7, 107, 107½, 3, 1, 0, 00, combination.....30
Compass, keyhole, pruning, dovetail, &c.....25%
Butcher saws and blades.....30
C. E. Jennings & Co's.:
Butcher.....25&7½%
Hand Panel, rip & other saws..20&2½&10
Peace:
Cross cuts.....50
Hand panel and rip.....30
Richardson:
Circular and mill.....50%
X cuts.....50
Hand saws.....30
Star, Butcher.....15&10%

HACK SAWS AND FRAMES—

Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines..10.
Sterling Saw Machines.....10%
Sterling hack and saw blades.....35%
Sterling hack saw frames.....25%
Disston's:
Concave blades.....25%
Keystone flex. back and mach. blades.35%
Hack saw frames.....30
Griffin's:
Complete.....40.&10%
Saw blades.....35&5&10%
Star, saws and blades.....15.&10%

Saw Filer

Disston's D8 Clamp and Guide, $30.00
℔ doz.....30%

Saw Frames

C. E. Jennings & Co.....30%
Richardson's Wood.....net
Sterling.....30&10&10%

Saw Sets

Atkins,
Criterion saw sets.....40%
Exclsior saw tools No. 1, ℔ doz.....$4.80
Disston's Monarch, Nos. 1 & 10 & Star...30%
Hart's patent lever.....20%
Kohler's:
"Giant Royal," ℔ doz. net.....$7.50
"Royal," ℔ doz. net.....4.50
Morrill's:
Nos. 1, $15.00; 10; $15.60; 11, $15.60.....50%
Cross cuts, Nos. 3 & 4, $30.00; 5, $30.00..50%
Richardson's.....25%
Seymour Smith & Son, hammer, ℔ doz.$4.75
Stillman's, ℔ doz.....1.00
Taintor's Positive, $3.75 ℔ doz.....60%

Scales

Chatillon's:
Eureka.....35%
Favorite.....40%
Grocers' trip scales.....50%
Family, Turnbull's.....50@50&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform, plain.....$1.70@$1.90
Striped.....$1.85@$2.15
Pelouze.....50%

Scale Beams

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c

Adj. Box scrapers (S. R. & L. Co.)$6.00...45%
Box, 1 handle, ℔ doz.....$2.00@$2.25
Box, 2 handle, ℔ doz.....$2.50@$2.60
Foot.....55&6@60&5%
Ship, Common, ℔ doz., net.....$3.40
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's steel No. 7, ℔ doz.....$3.00

Screw Drivers

Brace Screw drivers.....25&10&5%
Buck Bros.....30%
Screw Driver Bits, ℔ doz.....45@50c
Champion.....50%
Disston's Flat Blade, electric, telegraph and cabinet makers.....70%
Electric spiral, No. 01, ℔ doz., net.....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet.....40&10%
Fray's hollow hdle sets, No. 8, $12.00.....50%
C. E. Jennings & Co., No. 285.....40&10%
Jennings & Griffin.....66⅔%
Sargent & Co's.:
No. 1 forged blade.....50&10@50.&10&5%
Nos. 20 and 40.....66⅔%
Screw Driver bits (Snell's) ℔ doz.....60c
Stanley R. & L. Co's.:
No. 64, varnished handles.....60&10%
No. 86.....70.&10%
Victor.....55%
Defiancio.....70%
Snell's No. 5.....75.&5%
No. 10.....75&10&10%
Nos. 20 and 30.....60.&10&10%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Belsley's patent.....33⅓%

Screws

WOOD SCREWS—

List July 22, 1903.
Drive screws, diamond point.....87½&5%
Iron, bright flat head.....87½&5%
Iron, bright round and oval head.....85&5%
Brass, flat head.....85&5%
Brass, round head.....80&5%
Bronze, flat head.....77½&5%
Bronze, round head.....75&5%
Nickel Plated, iron flat head.....77½&5%
Nickel Plated, iron round head.....77½&5%

MACHINE—

List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...50@50&10.

COACH, LAG AND HAND RAIL—

G. P. Coach, list Oct. 1, '99.....75&10%
Hand Rail.....70&10&75%
Lag screws, list Oct. 1, 1899.....75&10%
Cone Point.....75.&5%

BENCH, HAND, ETC—

Bench, iron, ℔ doz.....1 in., $2.50@$3.75 1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech.....20 &20&10%
Hand, wood.....70&10@70&10&10%
Jack Screws, Miller's Falls, roller bearing.....50&10&10%
Jack Screws, Miller's Falls, without roller bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes

	℔ Doz
Cronk's	$8.00
Wadsworth's:	
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush	40%

Scythe Rifles

3-Coat, ℔ gro., $10.00	40%
4-Coat, ℔ gro., $12.00	

Scythe Stones

	℔ Gro
Pike's Selling Assortments:	
Assortment "A"	$4.75 net
" "B"	3.75 net
No. 1, Indian Pond	$ 7.00
No. 2, " "	4.50
White Mountain	9.00
Black Diamond	12.00
Lamoille	11.00
Green Mountains	6.00
Leader Red End	4.50
Willoughby Lake	9.00
Extra Quinnebog	7.00
Pike's Corundum	18.00
" Quick Cut Emery	10.00
Lectro	12.00
Lightning	18.00

40%

Seeders, Raisin

Enterprise.....35&20%

Shears

Acme (cast).....40&40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutler Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
Straight Trimmers, etc.....60@60&10%
Tailors' Shears.....40&40&10%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....50%
Pruners.....75%
Tinners' Snips.....10%

Shears, Hedge

Wilkinson Shear & Cutlery Co.....60&10%

Sheep Shears

Wilkinson's:
1900 List.....30&10&5%

Sheaves

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@30%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White.....25

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15, 1902.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Snow Shovels

Long Handles.....$3.25@$3.50
Wood and Malleable D Handles.....$3.75@$4.00

Shutter Bars

Ives'.....45%

Shutter Bolts

See Bolts, Shutter.

Skate Sharpeners

Eureka.....50%

Slaters' Tools

Plumb's.....30%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder.....35.
Kraut cutters, 24x7, 26x8, 30x9.....35%
Kraut cutters, 28x12, 40x12.....35%
Tucker & Dorsey:
1 knife, ℔ gro.....$18.@$24.00
2 knives, ℔ gro.....$24. 00@$40.00
Kraut cutters.....35&5%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers

See Hammers.

Slicers, Vegetable

Enterprise.....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50 &5%
Covert Mfg Co.:
Covert Breast strap, bkle snaps.....40%
Yankee Breast strap, bkle snaps....60&2%
Breast strap protector.....45%
Double for bits or trace carrier.....35%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&2%
Rope snaps.....40%
Yankee snaps.....30& %

Scythe Snaths

National Snath Co.....50%
Grain cradles.....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.)....45%
Razor Edge....35%
Iron, ₱ doz....$1.10@$1.25
Miller's Falls....15&10%
Seymour Smith & Sons, Iron....20%
Wm. Johnson's:
Wood, best....20%
Wood, second quality....33⅓%

Spoons and Forks

SILVER PLATED FLAT WARE—

International Silver Co.:
"1847"....40&10%
"Anchor"....60%
"Eagle"....50&10%
"Star"....50&10%
Rogers, Smith & Co....50&10%
Rogers & Hamilton....50&10%
Holmes & Edwards....50&10&10%
German silver, unplated....60@60&5%

KNIVES AND FORKS, NO. 12—

	₱ Doz. Net
"1847"	$8.50
"Anchor"	3.25
"Eagle"	3.25
"Star"	3.25
Rogers, Smith & Co.	3.25
Rogers & Hamilton	3.25
Holmes & Edwards	2.75

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels....60&10%
Try square and T bevel....60&10%
Winterbottom's Try and Mitre:
Iron Handle....35%
Wood Handle....40%
Nickel-pl'ted, new list, Jan. 5, '00....75&10%
Steel and iron....75&10

Staples

Barbed blind, ½, ⅝, & ¾ in., ₱ lb....6@6½c
Poultry Netting....8½@8½c

FENCE—

Same price as Barb Wire, see trade report

Stay Rollers

Cronk's, No. 50, net ₱ doz....$1.00
" " 55 " " " 60c
" " 56 " " " 54c
" " 60 " " " 54c
" " 65 " " " 50c
Lane's, Nos. 1, 2 and 3....40%

Steels

Chatillon's "Dick's"....30%
Foster Bros....30%

Stocks and Dies

BICYCLE—

Holroyd & Co....40&10%

BLACKSMITH'S—

Butterfield's....35@40%
Gardner....33⅓&10%
Holroyd & Co....50@50&10%
Holroyd's R'd Adj. screw plates....50%
Reece's new screw plates....25%
Lightning screw plate....25%

PIPE MAKERS—

Holroyd & Co....80@80&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Ladders

Lane's....25%
Myers' Noiseless....45%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Tackle Blocks

See Blocks.

Tacks, Finishing Nails, &c

New List, May 1, 1905.
American Carpet Tacks....90&25%
American Cut Tacks....90&25%
Swedes Cut Tacks....90&25%
Swedes Upholsterers'....90&35%
Gimp Tacks....90&35%
Lace Tacks....90&35%
Trimmers' Tacks....90&5%
Looking Glass Tacks....65%
Bill Posters' & Railroad Tacks....90&40%
Hungarian Nails....80&10%
Finishing Nails....70%
Trunk and Clout Nails....80%

NOTE.—The above prices are for Standard Weights.

MISCELLANEOUS—

Double Point, in dozen....90 and 4 or 5 tens

Tack Pullers

Columbia, No. 1, ₱ doz., net....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net.... 1.00

Tapes, Measuring

Eddy's:
American Asses' skin....40&10&10&50%
Leather Case....25@25&10%
Star steel....40@40&10%
Steel....33⅓&5%
Chesterman's....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin....40&10@50%
"Favorite" Duck & Leather....25&5@25&10%
Metallic and steel, lower list....35@35&5%
Pocket....35@35&5%
Lufkin's steel and metallic....33⅓@5%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw....70%
Holroyd & Co's.:
Blacksmiths....60&10%
Machine screw....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc....65&10%
1⅜ to 2 in....50&10&5%
2⅛ to 3 in. inc....33⅓&10%
3⅛ to 4 in. inc....20%
Pipe, ⅛ to 1¼ in....80&20%
Pipe, 2 to 3 in....80&15%
Pipe, 3½ and 4 in....66⅔&15%

Tap Wrenches

Rollis Hdw. Co., $6.00....50%

Ties, Wall and Veneer

The Metal Stamping Co., Niagara....20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Timber Scribes

Bemis & Call's....30%

Tobacco Cutters

National Specialty Co....40%
Enterprise Mfg. Co....25@30%

Toilet Clippers

See Clippers.

Trace Holders

Fernald's, ₱ doz. pairs....net $1.25

Trammel Points

C. E. Jennings & Co., "Eureka"....25%
Disston's....60&10%
Sargent's....40&10%
Stanley's....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net....$36.00
Payson's:
Balance, Iron list....70&10&10%

Traps

FLY—

Balloon....₱ doz. $1.25, ₱ gro., $12.00
Globe...." " 1.25, " " 12.00
Harper...." " 1.40, " " 13.50

GAME—

Enterprise Mole....15&10%
Hawley & Norton....65%
Newhouse....45@45&5%
Victor....70&10%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse....50%
Improved Rat....50%
New Rat....50%
Mouse, round wire, ₱ doz....75@90c
Mouse, wood, choker, ₱ doz. holes....12c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ₱ doz....$13.25
No. 3, Rat, ₱ doz., $6.50; case of 50....5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72....4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150....3.00
No. 5, " " " $3.00; " " 150....2.25

Smith & Egge Mfg. Co.:	₱ Doz
Superior Rat Trap	$15.00
Yankee Mouse Trap	5.50
Yankee Rat Trap	11.00

Trouser Hangers

Pullman No. 1, ₱ gro....$ 9.00
" 4, " " 27.00

Trowels, Mechanics'

Brade's Brick....30%
Disston's:
Brick and Pointing....25%
Plastering....20%
"Standard Brand" and Garden....30%
C. E. Jennings & Co.:
Brick....30%
Plastering....25%
Pointing....30%
W. & McP. Plastering....25%
"Rose" Brick, Plast'ring & Moulding....25&5%

Trowels, Garden

Köhler's:
Mal. Hdl. Jap., ₱ gross, net....$4.80
" " Tinned, ₱ gross, net.... 6.00
Wood Hdl., ₱ gross, net.... 4.80
Disston's....30%
Avery's, net ₱ gro....$6.00

Vegetable Slicers

Enterprise Mfg. Co....25%

Ventilating Sash Locks

Ives Patent....55%
Robinson's Patent....33⅓

Vises

Oval slide....50&10%
Solid box....50@50&10%
Columbian Hdw. Co.:
Nos. 110 and over....50&5%
Nos. 100 and under....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70....50&10%
Machinists', Parallel....40%
Coachmakers'....40%
Armstrong's:
Combination....50%
Plain and Hinge....60%
Bonney's Champion....40&10
Holland's....40%
Howard's....40%
Little Giant Bench....35&3½%
Lowell Hand....33⅓%
Massey:
Perfect....15%
Clincher....40%
Wood-working....15%
Planer....15%
Comb. Pipe....15%
Millers' Falls:
Mechanics'....10%
Oval Slide....60&10%
Ball Clamp....45&10%
Hand....15&10%
Moore's....20%
Prentiss....20@25%
Sargent's....40%
Snediker's....33⅓%
Stephens....33⅓%
Trenton....40@40&5%
Wright's Pipe....40%

SAW FILERS

Bonney's No. 1 & 3....40%
Wentworth's....40&10@50%

Wads, Gun

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks....30&2%
Mfg. Co's. steel....45%
Automobile....45%
Lane's steel....30&5%

Washer Cutters

Otis A. Smith's....20&10&10%

Water Motors

Rosenberg's, single, F. O. B. Balto....40%
" in Doz. Lots, Frt. Pd..40&10%

Wedges

Neversli Anchor Wedges	₱ Gro
No. 0-01—8-x —4-x —Ax } Top 1⅝"—1⅞"—1¾")	$3.60
2-0—Adze Eye Hammer	1.80
8-0—1 arge Machinist Hammer	1 80
7-0—Medium " "	1.60
6-0—Small " "	1.60
2-x—Hatchet	1.80

Weights, Hitching

Covert Mfg. Co....30&2%

Well Wheels

Japanned, 8 to 14 in....$4.00

Weed Extractors

"Pastime," ₱ doz., net....$1.75

Window Cleaners

Barnes Mfg. Co....40%
Bosley's Peerless....40%
Bosley's X. L. C. R....70%
Clayton's....25&10%
Phœnix....40%

Window Stop Adjusters

Ives' new list....35%
Taplin's "Perfection"....35%

Wire Gauges

See Gauges

Wire and Wire Goods

Brass wire....Net List
Bright Wire Goods:
New list June 24, 1908....30&10%
Cast steel wire....50%
Copper wire....10%
Annealed & Tin. on spools....70&10&10%
Brass and Cop. on spools....60@60&10%
Market Wire, Bright or Annealed:
Nos. to 9....80%
Nos. 10 to 18....80&2½%
Nos. 19 to 26....80&7½%
Nos. 27 to 36....80&2½%
Galvanized:
Nos. 19 to 26....75&10&5%
Coppered:
Nos. 6 to 9....75&5%
Nos. 15 to 18....72½&10&2½%
Tinned:
Nos. 6 to 14....75&10&2½%
Nos. 15 to 18....75&7½%
Cast steel....50%
Picture wire, list of Oct. 2, 1900....85&10@85&10&10%
Stub's steel wire....$6.00 to 50%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting....80&5%
Painted screen cloth, good quality, ₱ 100 sq. ft....$1.35

Wire Rope

Plain....65&2½%
Galvanized....67½&2½%

Wire Rope Clips

Crosby....35%

Wire Stretchers

W. C. Heller's grip, ₱ doz....$1.50

Wrenches

Agricultural....75@75&10%
Alligator....70&10@75%
Baxter's....70&5@70&10%
Machinists....50%
Solid handle....50&10%
Bemis & Call's:
Briggs pattern....40%
Merrick....50%
Steel Handle, nut....50%
Patent Combination black....40&5%
Patent Combination bright....40%
Improved Adjustable, S nut....40%
" " S pipe....40%
Boardman's....40%
Coes':
Genuine....40&10&5&5%
"Mechanics"....40&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer....60&10%
Eagle pipe....70%
Stillson pipe....65%
Acme....60&10%
Tiffanies....70%

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, ₱ gal....43 44c
Linseed, City, reg., boiled, ₱ gal....44@45c
Linseed, City, double, ₱ gal....45@47c
Out of Town, raw, ₱ gal....44@48c
Calcutta, raw, in barrels, ₱ gal....70c
Lard, prime city, ₱ gal....75@76c
Lard extra, No. 1....56@57c
Lard, No. 1....49@52c

Paints and Colors

Barytes, Foreign floated, ₱ ton....$18.50@20.00
Barytes, American floated, ₱ ton....$19.00
White Lead, American, dry, in bbls., ₱ lb....6½c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net....7¾c
in lots of 500 lbs. and over, ₱ lb....7¼c
White Lead Eng., in oil, ₱ lb....9½@10c
Zinc, American dry, ₱ lb....5½@5½c

Putty, Commercial— ₱ ... lb

In bladders....$1.70 @1.85
In bbls or tubes....1.30 @1.45
In 1b. to 5 lb cans....2 45 @2.95
In 12½ to 50 lb cans....1 50 @1 90

Spirits Turpentine

In regular bbls., per gallon....67@67½c
In machine bbls. " " ....67½@68c

Dry Colors

	₱ Lb
Blue, Chinese	11@12c
Blue, Prussian	20@25c
Blue, Ultramarine	14@15c
Sienna, Italian, burnt & powdered	2@4½c
Sienna, Italian, raw & powdered	2@4½c
Umber, Turkey, burnt	2½@5½c
Umber, Turkey, raw	2½@4½c
Green, Chrome, ordinary	3½@5½c
Green, Paris, in kegs	17½c
Indian, Red, American	8@8½c
Indian, Red, English	4½@8½c

Colors in Oil

Black, Lampblack....14@15c
Blue, Chinese....20@40c
Blue, Prussian....12@25c
Blue, Ultramarine....13@15c
Sienna, burnt....12@15c
Sienna, raw....12@15c
Umber, burnt....11@15c
Umbo....11@15c

HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Abrasives
Pike Mfg. Co., Pike, N. H.

Adzes
Peck Edge Tool Co., Cohoes, N. Y.

Agricultural Implements
American Fork & Hoe Co., Cleveland, O

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

"Atlantic" Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Automatic Shears and Scissors
Davies Automatic Shear Co., New York.

Automobiles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Axes
Peck Edge Tool Co., Cohoes, N. Y.

Axle Grease
Fraser Lubricator Co., New York.
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
Geo. W. Pitkin, Benton Harbor. Mich.

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.

Bells, Bicycle
Frank Mossberg Co., Attleboro, Mass.

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Fasteners
The Bristol Co., Waterbury, Conn.

Belt Hooks
The Bristol Co., Waterbury, Conn.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries
Cushman & Denison, New York
Smith & Egge Mfg. Co., Bridgeport. Conn.

Bits
Alfred Field & Co., New York

Blind Hinges
Parker Wire Goods Co., Worcester, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Bolt and Screw Cases
American Bolt and Screw Case Co., Dayton, Ohio.

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.

Box Corner Fasteners
Cary Mfg. Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York

Box Straps
Cary Mfg. Co., New York

Brackets, Shelf
Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"
Atlantic Stamping Co., Rochester, N. Y.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Wilkinson Shear & Cutlery Co., Reading, Pa.

Butchers' Scales
John Chatillon & Sons, New York

Butts, Door
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Niles Mfg. Co., Chicago

Calipers
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
W. G. Browne Mfg. Co., Kingston, N.Y.
F. E. Ellis & Son, Millidale, Conn.
A. F. Meisselbach & Bro., Newark, N. J.

Car Movers
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Carpenters' Levels
Baker-McMillen Co., Akron, Ohio.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carr'age Trimmers' Clips
U. S. Clothes Pin Co., Montpelier, Vt.

Carriers, Hay
F. E. Myers & Bro., Ashland, O.

Casters
Faultless Caster Co., Nebraska City, Neb

Chains
Alfred Field & Co., New York
Fuller Bros., New York

Chains, Sash
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.

Chisels, Firmer
Alfred Field & Co., New York

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers
John Chatillon & Sons, New York

Clippers
Coates Clipper Mfg. Co., Worcester Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York

Clothes P ns
U. S. Clothes Pin Co., Montpelier, Vt.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coat, Hat and Ceiling Hooks
Parker Wire Goods Co., Worcester, Mass

Coffee and Spice Mills
Enterprise Mfg. Co. of Pa., Phila, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Combination Squares
A. W. Hight, Toledo, O.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Knives
Wilkinson Shear & Cutlery Co., Reading, Pa.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Counterfeit Detectors
Pelouse Scale & Mfg. Co., Chicago

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Creamery Tin Ware
Atlantic Stamping Co., Rochester, N. Y

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Cutlery
Davies Automatic Shear Co., New York
Trout Hardware Co., Chicago, Ill.

Cutlery Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
Belden Machine Co., New Haven, Conn
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers
Taylor & Boggis Foundry Co., Cleve., O.

Diamond Tools
The Tanite Co., Stroudsburg, Pa.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Check and Spring (Blount)
The Yale & Towne Mfg. Co., New York.

Door Checks and Spr ngs
Caldwell Mfg. Co., Rochester, N. Y.

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.

Door Pulls
Parker Wire Goods Co., Worcester, Mass.

Draught Springs
Beecher Draught Spring Co., New Haven, Conn.

Drawer Pulls
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
Keuffel & Esser Co., New York
L. S. Starrett Co., Athol, Mass.

Drills, Bench
Chandler & Farquhar, Boston, Mass. (See Twist Drills)

Drills, Brick and Stone
Star Expansion Bolt Co., New York.

Drop Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
Peck Edge Tool Co., Cohoes, N. Y.

Egg Beaters
W. G. Browne Mfg. Co., Kingston, N.Y
Holt-Lyon Co., Tarrytown, N. Y.

Electric Cooking and Heating Apparatus
Prometheus Electric Co., New York.

Electric Whistle
O'Brien Electrophone Co., Hallowell, Me.

Electrolytic Voltmeter
Weston Electrical Instrument Co., Newark, N. J.

Elevators
Eaton & Prince Co., Chigcao, Ill.
Kimball Bros. Co., Council Bluffs, Iowa.

Emery
Oriental Emery Co., New Haven, Conn

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Emery Wheel Dressers
Diamond Saw & Stamping Works, Buffalo, N. Y.

Enameled Wiring Rings
Star Expansion Bolt Co., New York.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Expansion Bolts
Star Expansion Bolt Co., New York.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.

Fences, Wire and Iron
Enterprise Foundry & Fence Co. Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Files
G & H. Barnett Co., Philadelphia
Carver File Co., Philadelphia, Pa.
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Filters
Champion Safety Lock Co., Geneva, O.
N. A. Watson, Erie, Pa..

Fire Arms
Alfred Field & Co. New York
Marlin Fire Arms Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Escapes
Ohio Structural Iron Co., Sandusky, O.

Fishing Reels
A. F. Meisselbach & Bro., Newark, N. J

Fishing Tackle
Clark, Horrocks Co., Utica, N. Y.
E. J. Martin's Sons, Rockville, Conn.

"Fite Fire" (Fire Extinguisher)
Henry W. Landau, Newark, N. J.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
Enterprise Mfg. Co. of Pa., Philadelphia

Foot Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forging Drops
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forks
American Fork & Hoe Co., Cleveland, O

Freezers (Ice Cream)
North Bros. Mfg. Co., Philadelphia, Pa

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Fry-Pan Lids and Pot Covers
Kitchen Specialty Mfg. Co., Reading, Pa

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Wire
Fuller Bros. & Co., New York

Galvanized Ware
Atlantic Stamping Co., Rochester, N. Y

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Atlantic Stamping Co., Rochester, N. Y

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Cooking Ranges
Albany Foundry Co., Albany, N. Y.

Gas Heaters
Albany Foundry Co., Albany, N. Y.

Gas Industrial Appliances
Albany Foundry Co., Albany, N. Y.

Gas Machines and Mixers
C. M. Kemp Mfg. Co., Baltimore, Md.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gas Ranges
Albany Foundry Co., Albany, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt
Stanley Rule and Level Co., New York.

Gauges, Recording
The Bristol Co., Waterbury, Conn.

Glass Cutters
W. L. Barrett, Bristol, Conn.

Glue
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Gongs
Frank Mossberg Co., Attleboro, Mass.

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O.

Graphite
Jos. Dixon Crucible Co, Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co. Cleveland, O.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Grass Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Gummers, Saw
Henry Disston & Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Trout Hardware Co., Chicago, Ill.

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saw Frames
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Sterling)
Diamond Saw & Stamping Co., Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y

Hammers
Henry Cheney Hammer Co., Little Falls, N. Y.
Stanley Rule & Level Co., New York

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand and Foot Power Grinders
Royal Mfg. Co., Lancaster, Pa.

Handles
Walter A. Zelnicker Supply Co., St Louis, Mo.

Handles, Tool
Berger Bros. Co., Philadelphia

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Jobbers
Kelley-How-Thomson Co., Duluth, Minn.
Trout Hardware Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
Robert Murray, New York

Hardware Specialties
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
H. B. Ives Co., New Haven, Conn.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Parker Wire Goods Co., Worcester, Mass.
Taylor & Boggis Foundry Co., Cleveland, O.

Harness Dressing
Frank Miller Co., New York, N. Y.

Hatchets
Peck Edge Tool Co., Cohoes, N. Y.

Hasps and Staples
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.

Hedge Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hinges
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co. Chicago.

Hinges, Spring
Niles Mfg. Co., Chicago

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware, Steel
Avery Stamping Co., Cleveland, O.

Hones, Razor
S. R. Droescher, New York.
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hooks
Berger Bros. Co., Philadelphia

Hooks, Belt
The Bristol Co., Waterbury, Conn.

Hooks, Folding, For Garments
The Clift Co., Cleveland, Ohio.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn
Standard Horse Nail Co, New Brighton, Pa.

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Horse Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City N. J.

Household Tin Ware
Atlantic Stamping Co., Rochester, N. Y

Ice Balances
John Chatillon & Sons, New York
Pelouse Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
North Bros., Mfg. Co., Philadelphia

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.

Importers
S. Guiterman & Co., Ltd, London and New York.

Inclinometers
Russell-Kimball Mfg. Co., Dunkirk N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Kerosene Furnaces
Barthel Blow Lamp Co., Boston, Mass.

Kettles, Steel Cooking
Avery Stamping Co., Cleveland, O.

Kitchen Cutlery
Wilkinson Shear & Cutlery Co., Reading, Pa.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Labels, Gummed
Dayton Label Co., Dayton, O.

Ladders, Folding
Berger Bros. Co., Philadelphia

Ladders (Rolling)
Bicycle Step Ladder Co., Chicago, Ill.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Landing Nets, Ring, Staff
A. F. Meisselbach & Bro., Newark, N. J.

Lawn Fences
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Lawn Mowers
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Lawn Mower Grinders
Root Bros. Co., Plymouth, Ohio.

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialy Co., Erie, Pa.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Baker-McMillen Co., Akron, Ohio.
Russell-Kimball Mfg. Co., Dunkirk, N. Y.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels, Semi-Circular
Russell-Kimball Mfg. Co., Dunkirk N. Y.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lumber Crayons
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Lunch Boxes (Folding)
Rochester Lunch Box Mfg. Co., Rochester, N. Y.

Machinists' Supplies
Diamond Saw & Stamping Works, Buffalo, N. Y.

Machinists' Tools
Henry Disston & Sons, Inc., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Mallets
Stanley Rule & Level Co., New York

Manufacturers' Agents
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.

Masons' Levels
Baker-McMillen Co., Akron, Ohio.

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Voorhees Rubber Mfg. Co., Jersey City New Jersey

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Enterprise Mfg. Co. of Pa., Phila

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Alfred Field & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

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Enterprise Mfg. Co. of Pa., Phila

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Morgan & Wright, Detroit, Mich.

Metal Novelties
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Metal Shingles
Cortright Metal Roofing Co., Philadelphia.
Montross Metal Shingle Co., Camden, N. J.

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Walter A. Zelnicker Supply Co., St. Louis, Mo.

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John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Motor Cycles and Accessories
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Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nail Pullers
Belden Machine Co., New Haven, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
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Alfred Field & Co., New York

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Roberts & Mander Stove Co., Philadelphia, Pa.

Oil Stones
S. R. Droescher, New York.
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

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Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

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New Jersey Wire Cloth Co., New York
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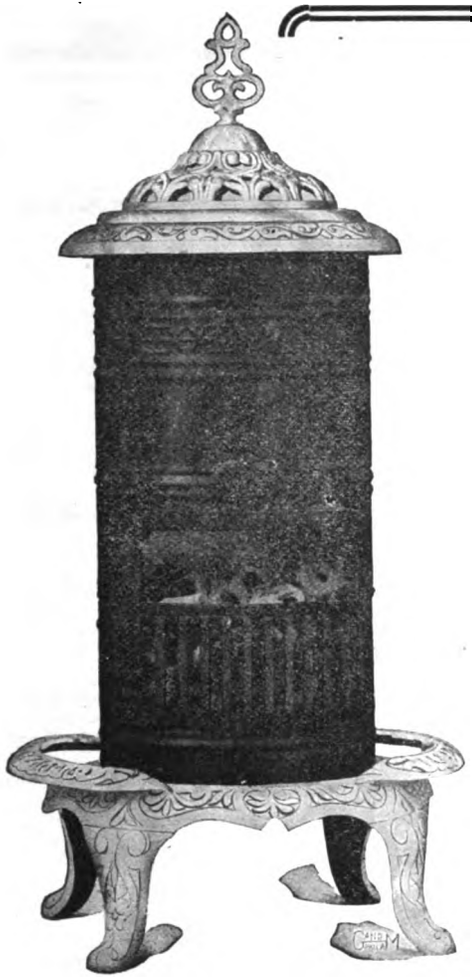
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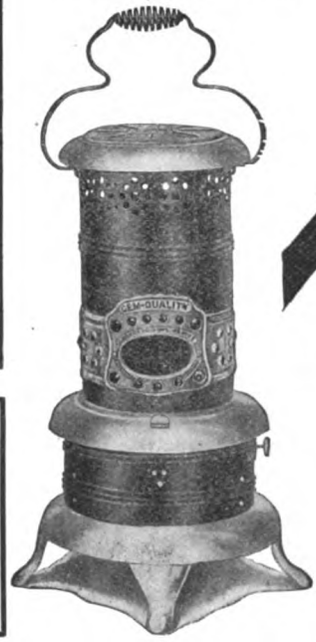
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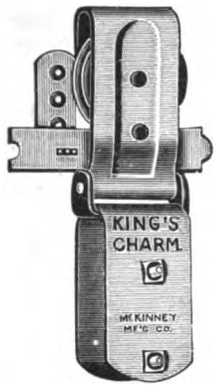
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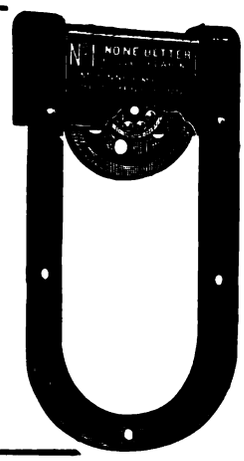
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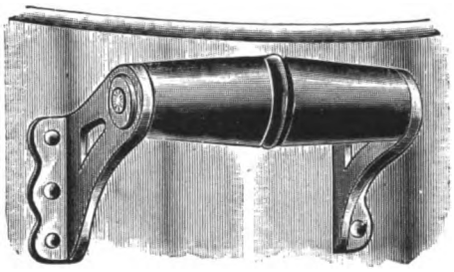
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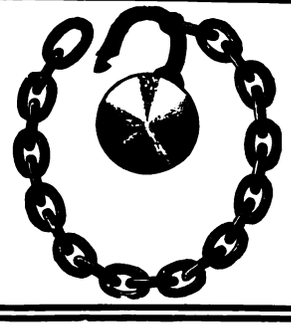
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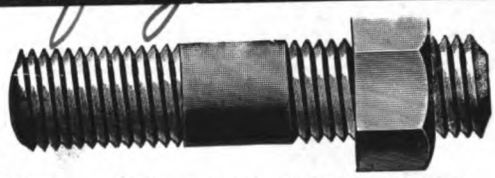
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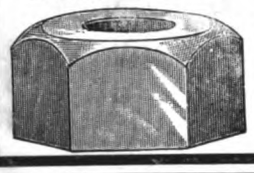
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HARDWARE

VOLUME XXXV NEW YORK, AUGUST 25, 1907 NUMBER 10

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GENUINE
STEEL HANDLE
SCREW WRENCH

30 PER CENT STRONGER
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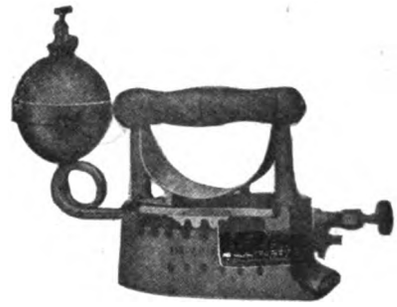
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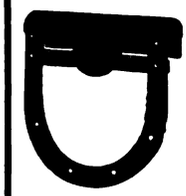


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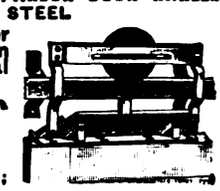
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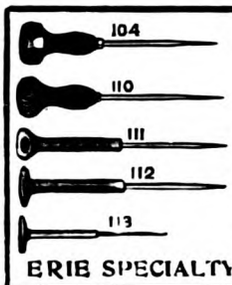
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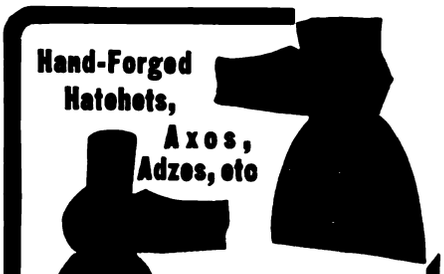


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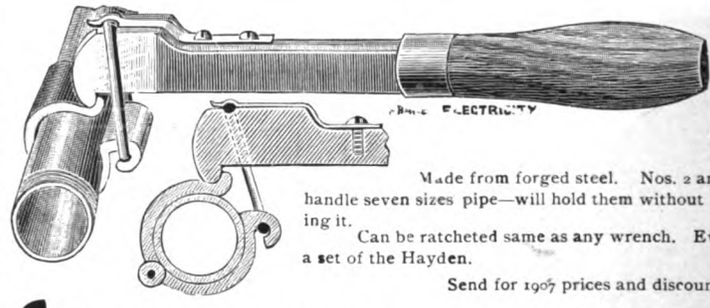


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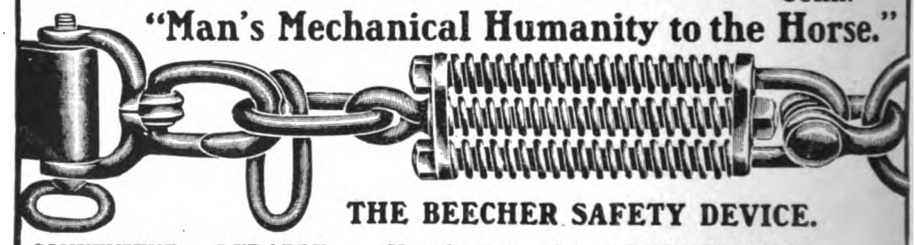
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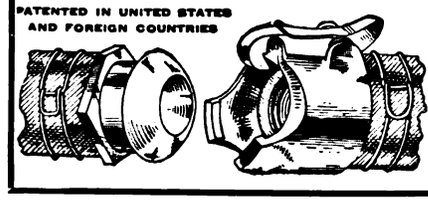
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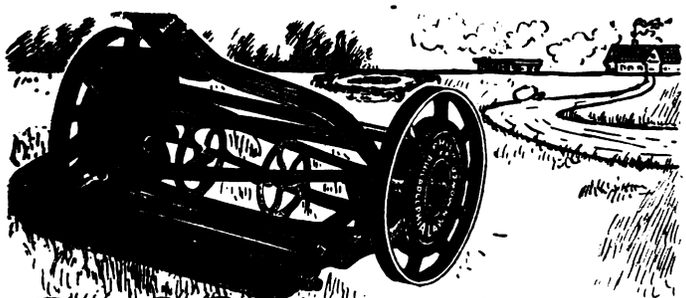
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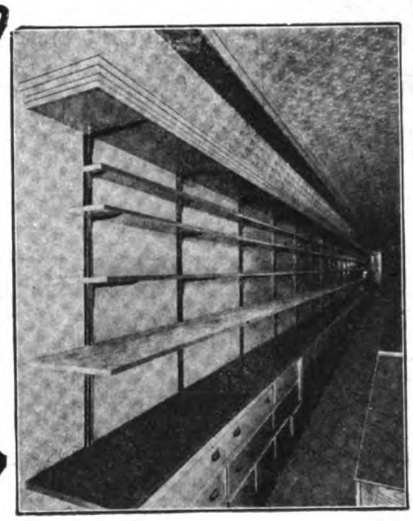
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They last year in and year out and are entirely dependable.
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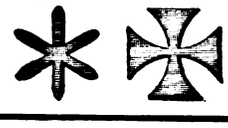
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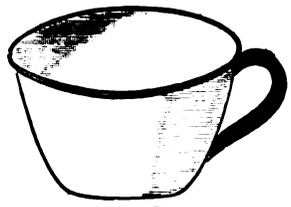
THE SCHWERDTLE STAMP CO.

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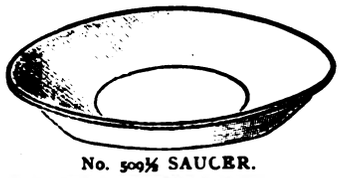
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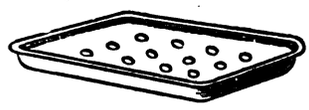
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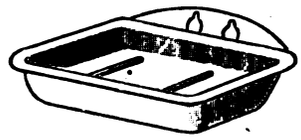
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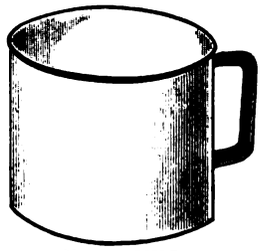
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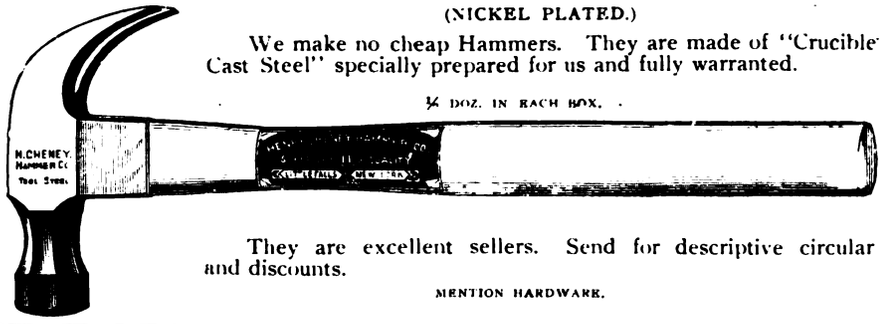
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They are excellent sellers. Send for descriptive circular and discounts.

MENTION HARDWARE.

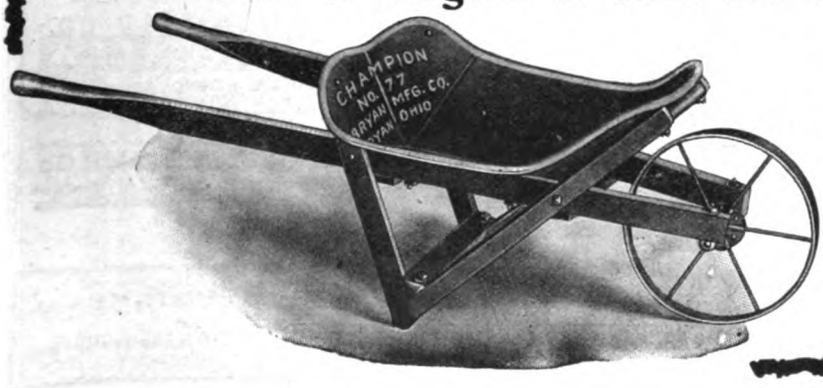
Our Hammers

Have an enduring reputation for stubborn endurance in roughest usage.

The HENRY CHENEY HAMMER CO., Little Falls, N. Y., U. S. A.

Your Horses or Wagons or Sleds are all SHOD, Why not your

BARROW?

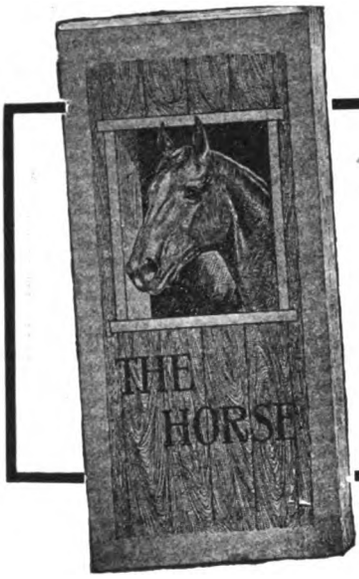


Just as necessary to obtain results.

Ask for Malleable Shod

BARROWS

THE BRYAN MFG. CO.
BRYAN, OHIO, U. S. A.



Give Your Customers "THE HORSE"

This is an attractive 32-page booklet containing authoritative information on the care of the horse in and out of the stable. All of your customers interested in horses will want a copy.

We will give you free copies with orders for Dixon's Graphite Axle Grease —number of copies depends upon quantity of grease ordered.

Write for a sample copy of "The Horse" by number 54—I.

Joseph Dixon Crucible Co.
Jersey City, N. J.

You take no risk on the quality. We make only the best.

TRADE MARK REGISTERED
BAEDER, ADAMSON & Co.
MANUFACTURERS OF
GLUE
SAND PAPER. EMERY PAPER.
EMERY CLOTH
CURLED HAIR.
FOUNDED 1829.
NEW YORK BOSTON CHICAGO. PHILADELPHIA.

Sand Papers IN **Reams and Rolls**
Flint Paper
Garnet Paper
Emery Paper
Emery Cloth

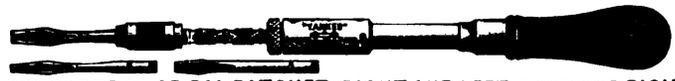
HAIRFELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO.
730 Market Street, Philadelphia
67 Beekman Street, New York
143 Milk Steet, Boston
182 Lake Street, Chicago

"YANKEE" TOOLS ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING


NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID


NO. 15—RATCHET, WITH FINGER TURN ON BLADE.


NO. 30 AND 31—SPIRAL RATCHET, RIGHT AND LEFT HAND AND RIGID


NO. 40, 41, 44—AUTOMATIC DRILL


NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

Ask Your Jobber About Them. Send for "Yankee" Tool Book

NORTH BROS. MFG. CO.
Philadelphia Pa.

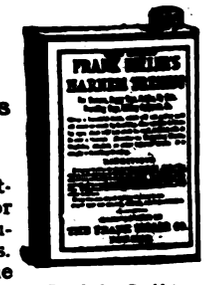
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John H. Graham & Co.
112 Chambers St

FRANK MILLERS
HARNESS REQUISITES



FRANK MILLERS HARNESS OIL

Preserves and softens the Leather, consequently adds life. Compounded with pure Neatsfoot Oil.



FRANK MILLERS HARNESS DRESSING

The very best article of its kind for owners and manufacturers of harness. Used all over the world.

Send for Booklet.

THE FRANK MILLER CO.
349 & 351 WEST 26TH STREET,
NEW YORK

ESTABLISHED 1836

ALFRED FIELD & Co.

93 Chambers and 75 Reade Street, New York.

A STRONG COMBINATION

We are Sole Agents in the United States for

JOSEPH RODGERS & SONS, Limited,	Best Cutlery in the World
JOSEPH GILLOTT & SONS,	Best Steel Pens in the World
L. HUGONIOT TISSOT,	Best Pliers, Nippers, &c in the World.
T. U. S. SHEAR CO-OPERATIVE SOCIETY, Ltd.,	Best Sheep Shears in the World.
THE IMPERIAL ENAMEL CO.,	Best Enameled Signs in the World
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W. K. & C. PEACE,	Best Lawn Scythes and Grass Hooks
EDWARD GEM & Co.,	Hedge and Garden Shears

WAX WIRE An entirely new thing. A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL and HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

The SCHWERDTLE STAMP Co.
Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks
BRIDGEPORT, CONN.

HARDWARE
WILL KEEP YOU IN TOUCH

DISSTON OHROMOL HACK SAW BLADE

Made of

DISSTON CHROMOL STEEL



As far as the Steel is concerned we guarantee it to do more satisfactory work day in and day out than *any* other Hack Saw metal.

It is a special high-grade material peculiarly adapted for metal-cutting blades,

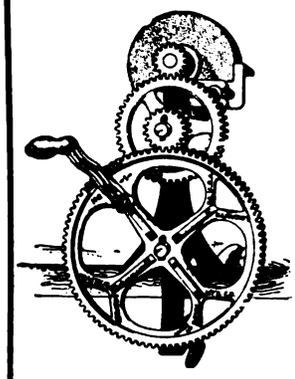
And the Saw—well, the teeth are *milled in*, for one thing, making them clean and sharp and giving greatest possible strength.

And another thing is that blades are hardened by DISSTON SPECIAL PROCESS.

Made under DISSTON BRAND only

HENRY DISSTON & SONS, Inc.
Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, PA.

ROYAL GRINDERS



CUT QUICK AND KEEP ON CUTTING!

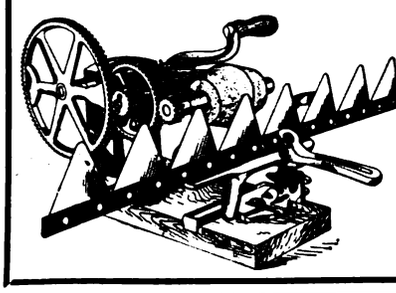
Speed and a light pressure of the tool is all that is necessary, in comparison to elbow grease and back breaking work when the old-fashioned grindstone is used.

ROYAL GRINDERS are made in various sizes for foot or hand power. Useful in the kitchen, store, workshop or farm.

Every Grinder fully guaranteed

Liberal discounts to the trade. Write for catalog.

Our grinders are fitted with wheels of the finest **ALUNDUM**—the hardest, sharpest and most durable abrasive material known to science. Our Catalog tells all about it.



ROYAL MFG. CO.
282 E. Walnut Street,
Lancaster, Pa.
Representatives:
HERBERT PORZER & Co., 149 Church Street, New York.
E. G. CURTIS & SON, 113-115 Michigan Street, Chicago.



WE ARE

HEADQUARTERS FOR EVERYTHING IN HARDWARE

Including Cutlery, Sporting Goods, Guns, Etc.

PAINT

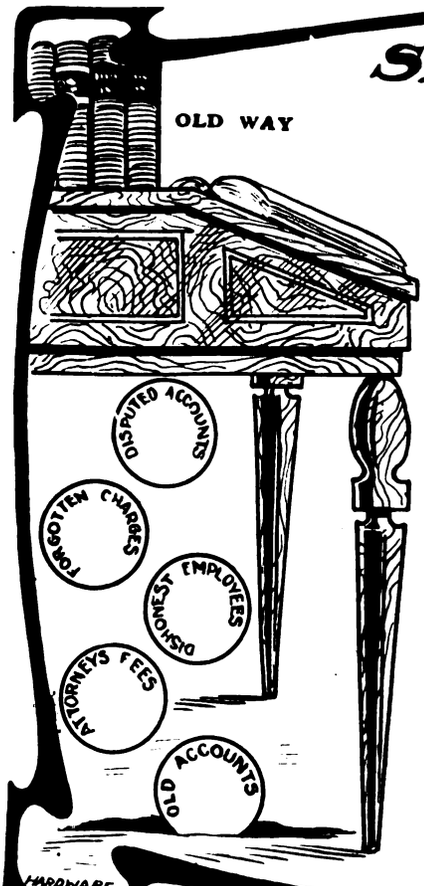
We are sole distributers for one of the best lines of paint made, and will sell you for less money than you can buy comparative goods for. This we guarantee.

Write us for information regarding our special 75 gal. Assortment of Barn Paint. A Paint that is Red and Stays Red and is without question at the price we sell you, the best value on the market today.

TROUT HARDWARE CO.
174-176-178 E. LAKE ST.
CHICAGO, ILLS.

STOP THE LEAKS

OLD WAY



MODERNIZE YOUR BUSINESS

The

Huber Perfect System

NEW WAY



Insures Absolutely:

NO FORGOTTEN CHARGES
NO DISPUTED ACCOUNTS
NO BILLS TO MAKE OUT

We have thousands of users, and can give absolute proof of the thorough practicability of the

HUBER ACCOUNTANT REGISTER

No springs to break; in fact nothing to get out of order. Will last a business lifetime, and is so simple a child can operate.

Especially adapted to the Hardware trade.

Write Toddy for Particulars

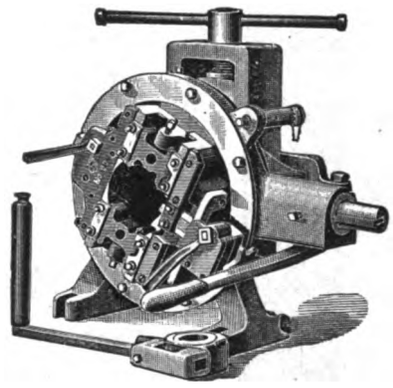
HUBER ACCOUNT REGISTER CO.
2982 MAIN STREET, BUFFALO, N. Y.

YOU CAN TAKE THE MACHINE TO THE WORK

and save much time ove cutting and threading pipe by hand with a cutter and stock.

Armstrong's Pipe · uttin ɾ and Threading Machi ‹s are light, strong, compact and portable in all sizes up to 4 inches.

Interesting catalogue free.



The Armstrong Mfg. Co.
Bridgeport, Conn.
CHICAGO OFFICE: 25 S. Water St.



HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

BEST IN THE WORLD

R. HEINISCH'S SONS CO.
NEWARK, N. J., U. S. A.
New York Office and Salesroom, 155 Chambers St.



(Pipe vise and pipe stock combined).

Cuts threads on pipe in ditches, under floors, in corners, overhead, etc. Works in any angle or any position. For solid or Armstrong dies.

This is only one of the wonderful CLIMAX PLUMBERS' SPECIALTIES. Send for complete list.

C. M. KEMP MFG. CO.
405-413 E. Oliver St., Baltimore, Md.

THE SCHWERDTLE STAMP CO.
MANUFACTURERS
NOTARY, LODGE AND CORPORATION SEALS
Send for Catalogue. BRIDGEPORT, CONN.

The Mark of Quality

HICKORY

KELLEY-HOW-THOMSON-CO DULUTH MINNESOTA

A Reputation for Honesty

is gained by the dealer who handles HICKORY High Grade Paints and Varnishes. He can recommend them with absolute certainty as the best paints for the purpose and have no fear that his customers will complain of unfair treatment. Years of experimenting have produced in HICKORY High Grade Paints an article that cannot be excelled in any particular.

KELLEY-HOW-THOMSON CO.

WHOLESALE HARDWARE

DULUTH MINNESOTA





The Crystal Coffee Mill

We Send Samples

OF ANY OF THE

300 ARTICLES COMPOSING THE

Unexcelled Line of Arcade Goods

We show herewith four fine money-makers for the Hardware Dealer.

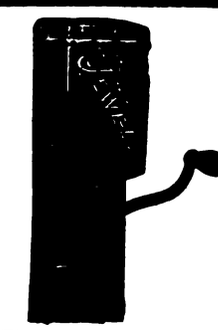
THE CRYSTAL COFFEE MILL with glass hopper and tumbler, the most perfect mill made and with it the most discriminating customers can be interested. Its superior advantages are apparent at sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. A companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to coffee mill trade.

You can satisfy every requirement of your trade with the sixty different styles of wood, glass and metal mills which we manufacture.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. Made of the best steel and has the latest improved spring adjustment. A durable, saleable and profitable article.

THE EIGHT SPACE SPICE CABINET made of hard wood in natural finish. Strongly built to withstand the roughest usage. Each compartment labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



The Jewel Coffee Mill



The Gem Mop Head



Eight Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York

The Smith & Egge Mfg. Co.

BRIDGEPORT, CONN.

Manufacturers of

Sash Chains



"Giant," "Red Metal" Cable and Jack

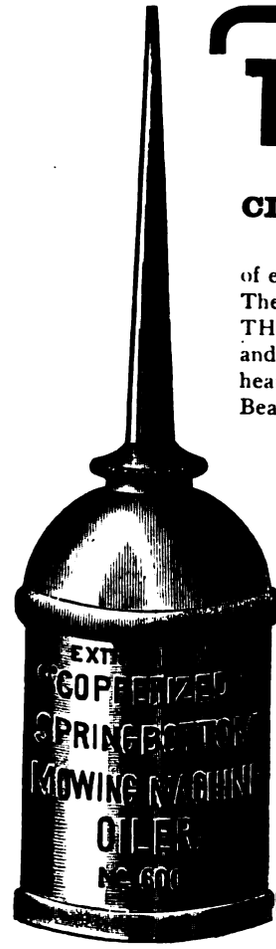
Chains



Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities*. You will find them in use in the *finest buildings*.

New York Agent: J. J. Halpin, 62 Reade Street. Philadelphia Agent: W. E. Trull, 514 Commerce Street. Chicago Agent: H. H. Munger, 142 Lake Street. St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg. San Francisco Agent: S. V. Armstrong, Monadnock Bldg.

No. 40.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

The American Tube & Stamping Co.

Successors to

The WILMOT & HOBBS MFG. CO.

BRIDGEPORT CONN.

STARRET HACK SAWS

CUT QUICKER and LAST LONGER

The teeth are sharp, with square cutting points, set evenly and so that

EVERY TOOTH CUTS

The set is just enough to insure a free, smooth and rapid cut, removing no more stock than necessary



Hack saws cost money, and workmen's time costs money. Starrett Saws are money savers in both ways. Tell us what sort of work you wish to use them on and let us send you sample saws.

THE L. S. STARRETT CO.

Athol, Mass., U.S.A.

NEW YORK. CHICAGO. LONDON.



This is the Glass

HARDWARE K.

which gives the

AKRON LEVELS

Superiority over all other levels. It is encased in heavy elastic bearings and an outer heavy glass gives

Absolute Protection Against Breakage

Akron Levels can be easily read in any position at a distance, and in many other ways are superior levels.

Send for Catalog in colors.

The BAKER, McMILLEN CO.

AKRON, OHIO





WHOLESALE HARDWARE · BUSINESS

FULLY DESCRIBING AND ILLUSTRATING A COMPLETE OFFICE SYSTEM WHICH HAS STOOD THE TEST OF TRIAL AND WHICH MAY BE ADAPTED TO ALMOST ANY WHOLESALE BUSINESS

BY EDWIN C. HOPKINS

WORK in the purchasing department is handled by the purchasing agent and two assistants—the stock clerk and voucher clerk—or, if the work is not too heavy, it can all be handled by the one assistant—the stock clerk.

All orders are written with the typewriter, using two carbons—the original being on the ordinary letter head and the carbons being plain white and yellow sheets of same size—the general style of all orders being as per Form 1. The original, of course, is mailed to the firm addressed, the first carbon copy is retained in the desk file for the purchasing agent's record, while the second copy is held for check slip for use of the receiving clerk.

When invoice is received, the stock clerk checks it against his copy of the order to see that all goods are shipped, then verifies prices, terms and extensions, and

THE BEST HARDWARE CO.

Pueblo, Colo., Jan. 2, 1907
No. 90

Arcade Mfg Co.
Newark, N J

Gentlemen -
Please enter order for shipment
February 1st 1907 To
The Best Hardware Co
Pueblo Colorado
Via C B & Q at Chicago Terms 30 days, 1% 10 days
K & F Files
100 Doz 2" Half Round
50 " 8"
150 " 6" " "
200 Doz 12" Flat B
50 " 10" " "
50 " 16" " "
Invoice in duplicate
Yours Truly
Purchasing Agent

FORM 1

passes original invoice to the purchasing agent, who examines it for any errors which may have escaped the clerk, and then passes to voucher clerk, who holds until goods are received and checked up by the receiving clerk, at which time he enters on back of invoice the amount of freight paid and number of voucher which he then issues.

In the meantime, the stock clerk sends to the receiving clerk the extra copy of order, on which he has entered the date of the invoice after the words "Invoice in duplicate" 2-2-07. He now, from the duplicate invoice

DUE Feb 12.....1%
Mar 2.....Net

ARCADE MFG CO

Invoice .....Feb. 2...1907.

$2000 00

VOUCHER
No.....

FORM 2

which he has retained, enters on a card the necessary data for the book-keeping department, using card as per Form 2. This card is passed to the book-kkeeper, who files it in tray labeled "Unpaid Invoices," arranging cards according to date, the date in this instance being Feb. 12th.

On Feb. 12th, if the invoice is not discounted, this card is taken out and refiled in same tray under date of March 2nd, so as to catch it at maturity. When invoice is paid, card is removed from "Unpaid" tray and placed in tray labeled "Paid Invoices," cards in this latter tray being arranged alphabetically under name of the firm.

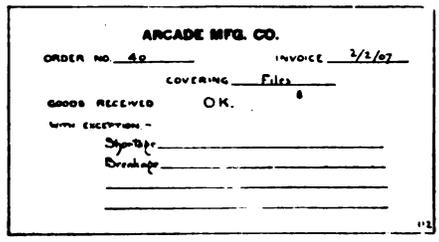
Now, taking up the check slip (copy of order), which has been sent to the receiving clerk. This enables the receiving clerk to judge when certain goods will probably arrive. As soon as received and unpacked, the goods are checked against this check slip and immediate report made to the stock clerk, using O K. Slip, as per Form 3, having made notation on his check slip of any shortage or breakage. His check slip is then filed under the name of shippers. This gives the receiving clerk a complete record of all shipments received.

When the stock clerk receives the O. K. report, he makes the proper notation on duplicate invoice covering the goods in question, and then passes the report to the

voucher clerk, whose duty it is also to check up and pay the freight bills which are presented for payment once each day.

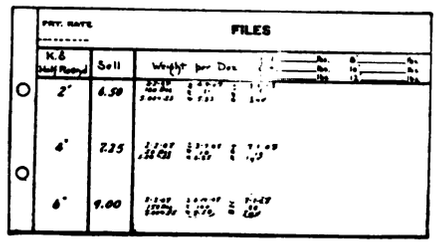
The voucher clerk now has all the information necessary to eable him to issue voucher—which subject we will take up later.

The stock clerk, as soon as he receives report that the goods are correct as billed, enters invoice in the stock


ARCADE MFG. CO.
ORDER NO. 40 INVOICE 2/2/07
COVERING Files
GOODS RECEIVED O.K.
WITH EXCEPTIONS -
Shortage
Breakage

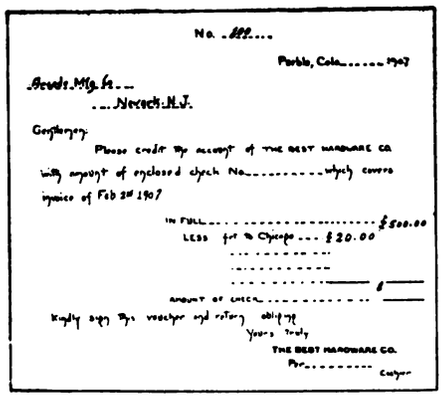
FORM 3

book, which should be loose leaf style ruled as per Form 4. By leaving a space of two or three lines between each item or size, a great number of purchase entries can be made. The column under the heading "K. & F., Half Round," shows the size of files. The next column shows the selling price per dozen for that size, while the


FILES
K. & F. Half Round
Sell
Weight per Doz.
2" 6.50
4" 7.25
6" 9.00

FORM 4

succeeding entries show purchases—giving date of invoice, quantity and cost per dozen. The first entry in the purchase column gives the net cost as shown by invoice ($5) and freight (25c) separately, while the other entries show that the freight has been added and is included in the price as entered. The word "dozen" is also eliminated from all entries except the first, it being understood that the unit of quantity is always the same as


No. 100
Pueblo, Colo. 1907
Arcade Mfg. Co.
Newark, N.J.
Gentlemen:
Please credit the account of THE BEST HARDWARE CO. with amount of enclosed check No. ..... which covers invoice of Feb 2nd 1907
IN FULL $500.00
LESS 1% Discount ... $20.00
AMOUNT OF CHECK ..... $
Kindly sign the voucher and return
Yours Truly
THE BEST HARDWARE CO.
By ..... Buyer

FORM 5

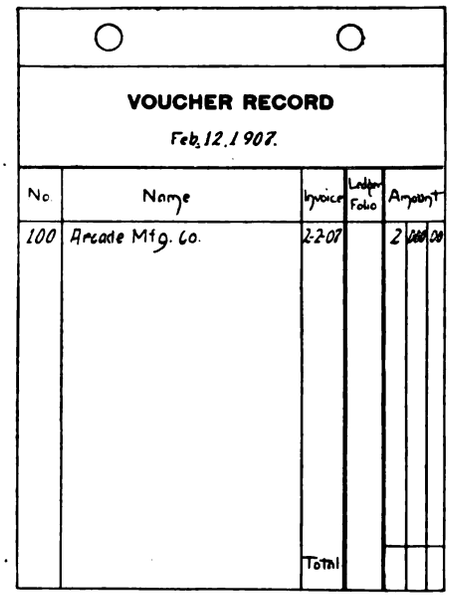
shown by first entry. It is advisable, in entering these costs, to use a cost mark instead of the figures. Selling prices should be inserted with lead pencil, so as to easily note any changes. By keeping in touch with the receiving clerk, the actual shipping weights of the different articles can be determined and noted in stock book as shown on this Form 4 Of course, this cost, which includes only net cost and freight, would not be the actual or total cost, as due allowance would have to be made for rent, taxes, insurance, etc., which will be taken up later.

The majority of wholesale Hardware houses prefer to take annual inventory rather than depend upon any figures shown by a "personal inventory" stock book. After iventory is taken—say July 1st—the stock on hand as shown by this inventory can be entered in the stock book in red ink, as shown on this Form 4.

After entering invoice in the stock book, this duplicate copy of invoice can be destroyed, as the voucher clerk has original invoice which will be filed for record, as explained further on.

We now have the goods in stock with a complete record of same in both the receiving and purchasing departments, and will now take up the voucher department.

The voucher clerk now has in his possession the original invoice, the paid expense bill showing amount of


VOUCHER RECORD
Feb. 12. 1907.

No.	Name	Invoice	Ledger Folio	Amount
100	Arcade Mfg. Co.	2-2-07		2 [illegible] 00
		Total		

FORM 6

freight, and the O. K. report from the receiving department. He then makes up voucher, of which Form 5 is a specimen, although there are quite a number of good voucher systems in use and this is merely a form with the use of which the writer is acquainted.

All papers are attached to voucher and handed to stenographer, who lists the vouchers for each day on a uniform size of paper—see Form 6. After being checked, this form, together with all vouchers listed thereon, is passed to the book-keeper, who posts from this record direct to the purchase ledger. Invoice is then detached from voucher, and, after checking with Due Card (Form 2), on which he inserts the voucher number, invoice is filed with the copy of purchasing agent's order (which copy has previously been filed al-

phabetically under name of firm). If bills are discounted, the amount of discount is inserted in voucher and check issued for the net amount. Otherwise, voucher is filed in common A to Z letter file under date of maturity, as shown by due card.

The daily voucher records are arranged in binders and, at end of the month, totaled by use of adding machine and posted to merchandise account. The single voucher with check on reverse side could also be used with this system.

prices before him (Form 4) readily inserts these figures on order sheet in the proper columns. The billing clerk then makes invoice on typewriter, placisg order and invoice together, with envelope ready for mailing. Just before the close of the day's business the sales manager, or some other person familiar with prices, checks extensions on invoice and order sheet, placing a circle in red ink around the footing of the "sales" column, as shown on Form 7 (so that in posting the account that amount will be readily distinguished from footing of the other—

SALESMAN Thad Fields
DATE ORDERED 1-2-08
TERMS 60 Days.
SALESMAN'S NO. 22
THE BEST HARDWARE CO. PUEBLO, COLO.
SHIP TO Quality Hdwe Co.
AT Quality, Colo.
WHEN At Once VIA C&W.Ry
135
DATE SHIPPED 1-3-07
LEDGER FOLIO 560

	✓	✓	QUANTITY	REGISTER NO.	List	Sell		Cost
				Total		300	00	
								60 Days.

FORM 7

When vouchers are returned by firm to whom the payment was made, they can be filed either according to numbers or with copy of order and invoice, whichever way is preferred.

SALES DEPARTMENT

The salesmen send in their orders on the usual form of order blank for wholesale houses—see Form 7. The sales manager inspects orders to see that prices are correct, the credit man then O. K.'s order, after which it is sent to the shipping clerk, who makes proper record

the "cost" column). If terms are other than regular 30 days, note to that effect is also made in red ink below the "sales" footing. Invoice is then mailed by billing clerk, while the order sheets are placed in the vault for safe keeping until the following morning, at which time the assistant book-keeper arranges them in numerical order according to ledger folios, and places them in clip binder for holding while posting, having first entered the orders in sales book, which will be explained further on. Sheets are then numbered consecutively, commencing with figure one at the first of each month—number being

SALES January 2. 1907

FIELDS			HUSTON			GORDON			DAYTON			FLEISCH			TOTAL	
No	Amount	Cost	No	Amount	Cost	No	Amount	Cost	No	Amount	Cost	No	Amount	Cost	Sales	Cost
22	300 00	240 00														
Total																

FORM 8

and passes order on to the head order man. The manner of handling orders must necessarily vary, as the stocks of no two houses are arranged exactly alike, consequently, each concern must to a certain extent have a system of their own. So we will take up the order upon its return to the office.

As fast as orders are filled and goods ready for shipment, the order sheets should be returned to the office to the price clerk, who, having both the cost and selling

stamped in upper right-hand corner see Form 7). Amounts are then easily posted direct to individual accounts in customers' ledger, using this number as the folio check. The total for the day's shipments is obtained by use of adding machine. This amount should agree with total shown in sales book and is also posted direct to merchandise account in ledger, or, preferably, these daily amounts are carried over and posted in one total at the end of the month.

If an adding machine is used which notes each amount on paper, the order sheets—prior to posting—should be separated so that each salesman's orders would be together, then each bunch added and totaled on the machine and the slip filed in loose leaf binder—separate binder for each salesman. At the end of each month it would only take a few moments to obtain the total sales of each salesman for the month.

January **SALES** 1907

DATE	FIELDS		HUSTON		GORDON		DAYTON		TOTAL	
Jan.	Amount	Cost	Amount	Cost	Amount	Cost	Amount	Cost	Sales	Cost
1										
2										
3										
4										
5										
6										
7										
8										
9										
10										
11										
12										
13										
14										
15										
16										
17										
18										
19										
20										
21										
22										
23										
24										
25										
26										
27										
28										
29										
30										
31										
Total	4 000 00	3 000 00								
Comm ission	200 00	Ledger Folio 28		Ledger Folio		Ledger Folio		Ledger Folio		Ledger Folio

FORM 9

handed to the different salesmen, thus enabling them to check up their own sales to see if shipment has been made of all orders sent in, and also showing them just what amount of goods they were selling. This would

SALES FOR YEAR 1907

DATE	FIELDS			HUSTON			GORDON			TOTAL		
1907	Sales	Cost	Com.	Sales	Cost	Com.	Sales	Cost	Com.	Sales	Cost	Com.
Jan	4 000 00	3 000 00	200 00									
Feb.												
Mar.												
April												
May												
June												
July												
Aug												
Sept.												
Oct.												
Nov.												
Dec.												
Total												

SUMMARY

TOTAL GROSS SALES $_____

Less Goods Returned
Amount shown by Credit Memo Book $_____

TOTAL NET SALES $_____

TOTAL NET COST $_____

Less cost of returned goods $_____

$_____

Add 15% for Expenses etc. $_____

TOTAL ACTUAL COST $_____

GAIN $_____

FORM 10

If it is preferred to keep this record in book, a sales book ruled as per Form 8 could be used to good advantage. Enter amounts on this sheet in hard lead pencil, using carbon paper and a second sheet of plain white paper. This second sheet could be clipped along the dividing lines which separate the amounts for the different salesmen; also clip off the "cost" column from each slip and at the end of each week these slips could be go a long way towards creating a good fellowship between the house and the salesmen, while at the same time one salesman would be ignorant of what the "other fellow" was doing.

The totals for each day, as shown by Form 8, would be carried over to sheet ruled somewhat similar, excepting the "Order No." column would be omitted—see Form 9—this showing the total sales for the month.

The total amount of sales each month would, of course, have to check with total amount shown on order sheets and would be posted direct to merchandise account, while the several commission amounts would be credited direct to that particular salesman's account—the total amount of commissions being charged direct to commission account.

The totals for the year (as carried over and shown on Form 10) would be merely for the benefit of the sales manager. All these different loose leaf sales sheets could, of course, be kept in one and the same binder.

The use of typewriter and adding machine facilitates the work in these two departments—purchasing and sales—very materially.

I do not go into the details of the regular books—cash book, ledger, etc., for the reason that every reader of this magazine is familiar with the modern methods of keeping these books.

COST

In order to more nearly obtain the actual cost of the stock, we will assume that the following figures are taken from the balance sheet at the end of the year:

Value Buildings	$600,000	
Value Stock	400,000	
Taxes on building and stock		$ 5,000.00
Insurance, 80% on building and stock at $1 rate		8,000.00
Salesmen's commissions		20,000.00
Salaries and office expenses		20,000.00
Cost of maintenance, including teams, repairs, house expenses, etc.		4,000.00
Depreciation in value of building		3,000.00
Total		$60,000.00

This, based on an average stock of $400,000 carried throughout the year, would show that the expenses, outside of freight (which has already been added to the cost—see Form 4), average 15 per cent. of the cost. As there is usually no manufacturing done in connection with this business, I think an average obtained by this method would be a safe figure to use in obtaining the actual cost as shown by summary in sales book—see Form 10.—*Business Man's Magazine* for May.

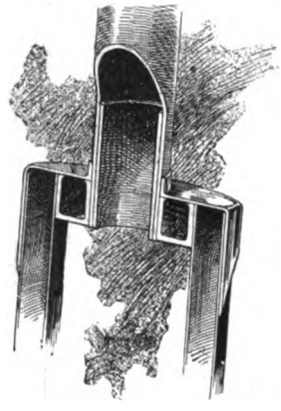
BICYCLES A PROFITABLE SPECIALTY FOR THE HARDWARE TRADE

BY G. H. DIRHOLD.* FIFTH PAPER

IT IS becoming rather a common saying that all "Hardware windows look alike to me." Of course there are some marked and striking exceptions, but they are, comparatively speaking, few and far between. Don't overlook the fact that your show window is really one of your best salesmen, and if properly dressed up will help you to attract more new trade, and more old trade than any other one thing. A window given up solely to bicycles and sundries, if artistically designed, will surely bring a run and stir up interest in these goods. A bicycle window display of wheels and sundries can be made so alluring that after people see the display they will either drop in to learn more about your bicycles and accessories, or comment about it to their friends and neighbors.

But don't depend upon your bicycle showwindow alone to sell the wheels. When you have interested the prospective bicycle buyer, either by a window display or otherwise, that is only the first step. Then is the time for you to make the wheel so desirable to him that you turn his interest into a direct and immediate resolve to buy. Dwell on its riding features, its perfect response to the lightest touch of the rider. Tell about the guarantee on the tires, as well as the reliability of their respective makers. Mention the crank hangers, and how they are made exceptionally strong, the flush head fittings, the seamless steel tubing with pressed steel connections, and finally the enamel finish of the wheels, first baked and then varnished to withstand long wear.

Finally, if you want your full share of the bicycle and sundries business in your town, don't wait for bicycle



FRONT FORK CONSTRUCTION ON MODERN BICYCLE.

customers to drift into your store, but go after this business by judicious advertising, by personal letters, and by distribution of bicycle folders and literature that will attract them to your store, and by laying special emphasis on the fact that you are fully equipped to take care of their bicycle and sundries wants, even in a general way.

A whole chapter can be written about tires alone, if

*This is one of a series of similar articles Mr. Dirhold is contributing to HARDWARE. The last of the series will appear in our next issue.

they are good, reliable ones, and the possible buyer can be so educated as to what constitutes a good tire and a poor one, as to bring him or her straight to you for the particular kind you recommend. If you think this is an old subject, just try to find a good bicycle ad. and see if you do not think some old subjects are old enough to be new, and to require more attention. If the Hardware dealers will sit down and think it over, they will cer-



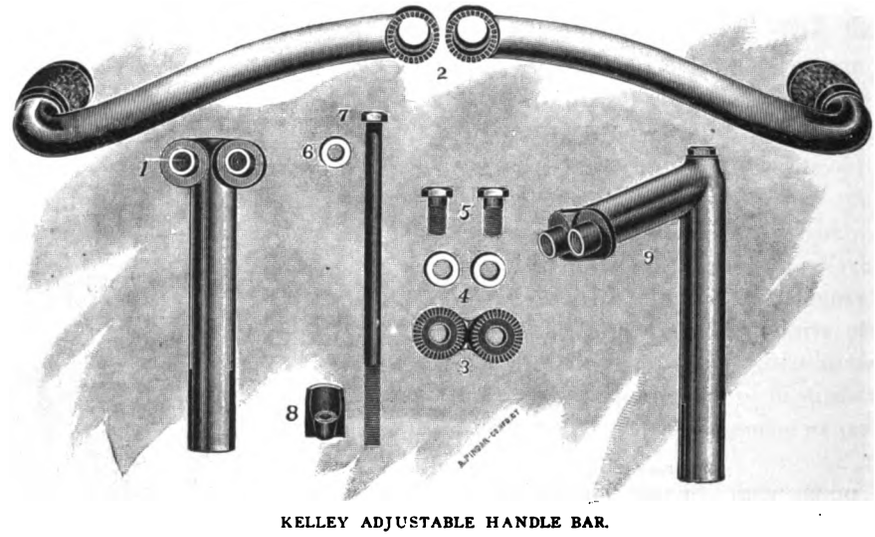
MODERN LADIES CHAINLESS BICYCLE.

tainly see in bicycles a profitable side line specialty on which they can inaugurate a selling plan which will give them sure and quick returns.

In presenting your line of bicycles to your customers, strive to gain the confidence of the prospective buyer, and use every effort to create the idea that you are going to treat the customer in all fairness and meet every reasonable test that might be expected of a bicycle. In a bicycle competition sale, I would guard against giving any impression of venting spite on a competitor, but would not hesitate to show up the good popints of my wheel, and as strongly and forcibly as possible. I would urge a most careful examination of my wheel as compared with others, and endeavor to drive home the fact that the merits of my bicycle are just suited to the particular requirements of the prospective customer.

A discreet salesman can tell an intelligent customer a good many things about other bicycles without saying them point blank, and the truth is pretty sure to have more weight when absorbed than when just listened to. In a competition sale I would avoid direct argument with the customer, and avoid mentioning the name of any other bicycles or competitors. I would talk my own wheel, keeping in mind of course, the other fellow and the strong and weak points of his bicycle, and in that way make my own points stronger.

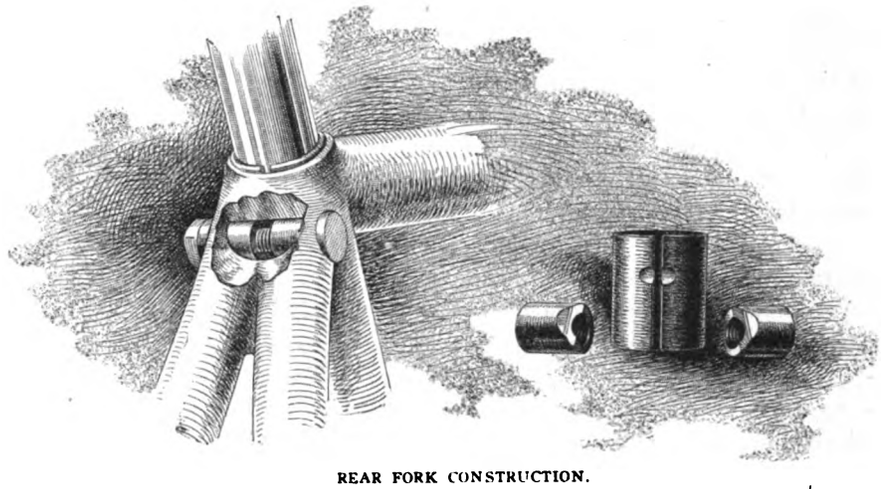
If you know the points your competitor makes on his bicycle, dwell on these points and show the competitive points on your wheel to be more desirable. Study your bicycle and be able to make strong defense of a weak point as against a strong point in your competitor's mount. Your bicycle may possibly not embrace all the desirable points, therefore, you should be able to advance a strong argument on your good points, which will more than offset some desirable features which your competitor's wheel may possess. I would, above all, avoid getting so deep into theory, cause and effect, so that my customer could not follow me.



KELLEY ADJUSTABLE HANDLE BAR.

I would dwell on the fact that my bicycle is of a superior make and that the factory stands behind me in every guarantee. That I have been selling my wheels for years, that all my bicycles are giving perfect satisfac-

tion, and that I am always glad to correct any error and make good every guarantee. In my talk I would carry the idea that the customer wants to buy my bicycle, and that my explanation and assurance are being woven in as a part of the selling contract.



REAR FORK CONSTRUCTION.

The Hardware dealer in a bicycle competition sale must be enthusiastic, not in the emotional sense only, but he must know and feel he has a meritorious wheel and be eager for others to appreciate its excellence. The Hardware dealer should be full of the enthusiasm of bicycle conviction. He should also be aggressive, looking upon competition and obstacles merely as opportunities given him to show the stuff he is made of. In other words, he must be awake and thoroughly alive. In this day and Twentieth Century age the Hardware dealer must know his business if he would succeed in the sale of any profitable specialty line. Maybe the first sales will be a little slow in coming, but they will come just the same, and there is no other line in which a Hardware dealer can invest money where it will bring a better profit or more satisfaction than in a line of good, easy-running bicycles.

[TO BE CONTINUED]

THE GENERAL OUTLOOK

BY OSCAR K. LYLE*

THERE is no concealing the fact the financial situation has of late been far from satisfactory. Under a continuance of shrinkage in securities timidity in money has increased. Ease in borrowing is past. Rates for loanable funds are higher and collaterals under greater scrutiny. The advance in stocks that carried many of them to unwarranted values, has had undoing, and many have fallen to lower figures than in March last, when, from a number of causes, the public confidence was that broken it precipitated declines that appear only in times of panic. Fortunately, the general trade of the country was then unaffected, and it may be the case now. It has been a struggle promoting values since March last for the reason selling opportunities have been more sought than buying ones. Disposition has been to get out of holdings rather than acquire them. We are in one of those ordeals that calls for wise treatment in relieving the financial situation of its ills and yet preserve confidence to prevent disaster. The strain has been mainly in the East. In the West the supply of funds has been more than in local demand, and from the West large Eastern requirements have been accommodated.

GRAIN

Causes contributing to the recent selling and depression in wheat are found in the gloom pervading the stock market and the crippling of trade consequent on the shrinkage of securities and the telegraphers' strike. Traders, long friendly to wheat, who were in ownership of contracts, influenced by the many uncertainties of the situation, evened up to remain so until the tension relaxes. Crop progress in the fortnight calls for no revision of figures. This country's production will be near six hundred million bushels. Foreign needs are indicated to be larger than in the season just ended, and competition supplies less. The fair deduction is that ous surplus will not go begging for sale, and a seller can be firm in his price position. But for a good remainder

*Mr. Lyle, who writes regularly for HARDWARE, is considered the highest possible authority on financial and crop reports. A great par of his time is spent in the important farming districts, and upon the accuracy of his report rests the responsibility for the judicious employment of vast capital, the interests of which investors Mr. Lyle represents.

from past crops the surplus would be inadequate for much attention.

On recent decline there was improvement in export business. A buying opportunity was presented for which the financial condition is responsible. The harvesting of spring wheat is in progress, but two weeks precede completion. It is probable about two hundred million bushels will be the measurement of the United States crop. In a recent treatment of the statistical position, a Liverpool paper called attention to the great disparity in the reserves of old wheat in Europe and North America, calling them liberal in the latter and almost exhausted in the former, with exceptions in Hungary and Roumania, where this season the crops are small. This situation favors us. In the long run wheat should bring more money. It is not dear in comparison with other cereals, and is a daily necessity that from now on will be lessening in supply.

The outlook in the corn fields is not bad, but not so good as in last year and year before. It was not to be expected a very large crop would be raised. We have had successively five large crops since 1901, averaging 2,570,000,000 bushels—never so many in succession without a break. In contemplating the supply in reserve, there is a good remainder to suppliment this year's production. In this feature, with favorable crop progress, scarcity may be prevented, as well as too high prices. Economies always cancel much shortage and good grass crops make them possible.

The oat crop proves more disappointing as it is better known. It will be short in yield and light in weight. Among the things pertaining to low quality will be the scarcity of good seed for another crop. The feature responsible for the blemishes in oats came from hot sunshine quickly following an excess of cold, wet weather, under which the blades of the plant turned a reddish yellow as though affected by rust In a lessened vitality the plant produced feebly.

COTTON

The price of cotton has lately declined under the influences of liquidation and tighter money. A greater loss has been prevented by a continuance of the drought in Texas where so much of the crop is raised, and where the plant is in straits, with need of all the favoritism it can possibly receive to make a fair crop. A rain in Texas would have much price influence at this time, but probably not more than the continuation of drought for another week. Droughts all end some time, and, after so long, it is reasonable to expect a rain soon. This expectation restrains buying. Twelve million bales seems to be the average of crop estimates and it will need a very late appearance of frost to make it. All of this quantity will be needed in the world's requirements, possibly more. The exports of eleven months to August 1, 1907, of 8,421,007 bales of a value of $466,789,880, suggests for the year over 9,000,000 bales and over $500,000,000. What an influx of wealth! A year's exports of all agricultural products, with provisions and live stock, were but $391,000,000 in the year ending June 30th. This country prospers most on its cotton.

FOUR WAYS OF DOING BUSINESS

A "successful manufacturer" is quoted by an American exchange as instancing the four following ways of doing business:

1. The Dishonest Way.—Sell so low that you can't earn a living, and the sheriff will finally wind up your affairs, and your creditors carry your losses.

2. The Misrepresentation Way.—Palm off upon your customers unfair goods and persuade them that they are the best.

3. The Suicidal Way.—Employ workmen at less than living wages; buy the cheapest materials; pare everything down to the lowest notch, and patch results.

4. The Straight Way.—Buy the best; employ skilled labor; thoroughly know your own business and business values. Provide special facilities for the execution of the greatest amount of high grade production at a minimum cost. Avoid extravagant management, expensive methods, and have your dealings with customers who appreciate honest treatment.

CANADA'S IRON INDUSTRY

A group of manufacturers in the iron trade at Erie, Pa., have established the Manitoba Iron Rolling Mills Company at Winnipeg, Canada. The mill and the puddling furnace are now in operation, using large quantities of scrap iron. It is the only iron mill in Canada between Port Arthur and the Pacific Coast. Another new plant has gone into service at Port Arthur, which is using exclusively Manitoba ore. This mill is paid a bounty of $2.10 a ton by the Canadian government. Mills which use American ores receive a bounty of $1.10 a ton. At the present time the Dominion government is paying bounties at the rate of nearly $3,000,000 a year on the production of iron and steel.

The total capacity of the Canadian blast furnaces in the active list is 2,335 tons a day; the capacity of the furnaces now planned or under construction is 1,100 tons a day. There is no plant in Canada yet at which ship plates and the larger sizes of structural steel are made.

ORIGINAL ADVERTISING

An original form of advertising comes from Russia where a shopkeeper posted up the following announcement:

"The reason why I have hitherto been able to sell goods so much cheaper than anybody else is that I am a bachelor, and do not need to make a profit for the maintenance of a wife and children.

"It is now my duty of informing the public that this advantage will shortly be withdrawn from them, as I am about to be married. They will, therefore, do well to make their purchases at once at the old rate."

The result was that there was such a run on the shop that in the course of a few days this shopkeeper had made money enough to pay the expense of his wedding on a very lavish scale.—*Ex.*

Mr. John Cuzner, a prominent Hardware merchant of Ottawa, Ont., died on August 9 after a few days' illness. He was 57 years of age. Death was due to rheumatism of the heart.

CONCRETE AND THE HARDWARE TRADE

In the July 25th issue of HARDWARE we printed an article "What will Concrete do to the Hardware Trade?" It is our private opinion that the growing use of concrete in building will in no way affect the Hardware business in diminishing the sale of those articles which are used in the erection of frame structures, except to increase their demand. The following comments have been received on the subject:

BARKER-JENNINGS HARDWARE CO., Lynchburg, Va.: Concrete construction is in its infancy in our territory; so far it has only been used in railroad construction and foundations of buildings, and while its use may increase for warehouses and factory buildings, we believe it will be a long time, if ever, before it will be adopted to any extent for residences. Even then, we do not see that it can materially affect the demand for supplies usually furnished by the Hardware dealer. Should it be used in the construction of office buildings, residences, etc., it will in such cases take the place of brick and stone, and not likely be substituted for wooden structures. While the lumber trade may be somewhat affected, we can see no reason for the Hardware dealer to have any fears as to the loss of business. There is not a great deal for the Hardware dealer to furnish in the superstructure of stone and brick buildings, outside of trowels, hammers, etc., and whatever he may loose in this line will be largely offset by the demand for such supplies as are used in concrete work. We cannot see that the sale of tools would be affected to any noticeable extent. We think that the lumber and steel structural dealers are the only class who would be materially affected, should concrete become generally into use. The Hardware dealer as a rule does not handle heavy machinery, such as mixers, crushers, etc. Should the demand fall off for such supplies as are usually furnished by the Hardware dealer for brick, stone and wood structures, it will be largely offset by such supplies as they will be called upon to furnish for any construction that may be substituted. We do not think there is any cause of alarm among the Hardware dealers in connection with this matter.

A. J. HARWI HARDWARE CO., Atchison, Kans.: We read with much interest the article on concrete construction. There is no question but what concrete will figure more extensively in all building operations in the near future. The growth of the cement plants in this State has been phenomenal. Ten years ago there were less than 100,000 barrels of cement made in a year in this State. Last year there were several million barrels made. New companies are now being organized, and within a year the output will simply be immense, and there seems to be a demand for every barrel that is made. Just how this will affect the Hardware trade is a question that is impossible to answer. There is no doubt that it will affect the lumber trade, but there will be demand for all the lumber that can possibly be manufactured, and its growing scarcity necessitates the substitution of some other material, and there is no doubt but concrete will be that material. Whether the Hardware jobber or retailer are the proper parties to carry concrete machinery is a question that must be settled by experience. The machinery is all of a heavy nature, and the trade would be new to the Hardware dealer. It is a question whether it will not require a special class of men to handle that trade. We do not believe it will go into the hands of the Hardware trade.

A. H. & E. W. ABBE, New Britain, Conn.: Our city has had very little experience with concrete buildings up to the present time, only a few having been erected here. We cannot, however, see the end of the Hardware dealer even if concrete is used largely in the erection of buildings.

It is only a few years ago that it was predicted that the electric street cars would drive out horses and that horses would not be in any demand, livery men would have to go out of business, etc. The reverse of this has been proven true as horses were never so scarce or as high priced as they are to-day and our livery men seem to be doing better business than ever.

When the electric light came into use, the prediction was made that the gas companies would have to go out of business, the reverse of this also has taken place as all the gas companies in the country have more than doubled their capacities in the last few years. So you might go on with many instances, and so it will be with the Hardwaremen; while the use of concrete in the erection of buildings may call for a few less nails, they will have to hang their doors and windows and lay wooden floors just the same, so that I for one do not "fear" this era of concrete.

An instance of recent occurrence, a concrete chimney has been erected here by one of our manufacturers. We furnished the contractors their supplies for erecting this chimney, such as nails for staging, pails, ropes, etc., not including any cement whatever, to the amount of over seventy dollars. Had this chimney been erected in the old-fashioned way of brick, we would not have furnished one-half this amount, so that it seems a good thing and looks as though concrete will help along some part of our business fully as much as it will take away from other parts.

SELLING HELPS FOR GARDEN TOOLS

How many Hardware retailers realize that farm and garden hand-tools are more necessary and more in demand to-day than ever before? It might be supposed that improved farm machinery and implements have replaced them to some extent. But this is a great mistake. Hand-tools have been brought into more extensive use than ever before to supply demands created by the vastly greater number of acres and farms now under cultivation, and by new methods of land culture and new kinds of crops introduced by the employment of intensive and scientific methods of agriculture.

Not only does this apply to staple tools, but to new tools having special-purpose features, which accomplish better results, and save time, labor and money. There are now used especially patterned tools for beet culture, potato, onion, cotton and tobacco growing, and for nearly all crops that are cultivated to any extent.

Farmers not only need such tools, but they want them badly, and it is surprising that more dealers do not carry larger lines of tools of this sort. The manufacturers of these tools have done much towards spreading the information regarding them amongst the farmers. One large concern, the American Fork and Hoe Company, began advertising them extensively in farm papers the first of this year, and thousands of farmers did not know that the tools were available until the above-referred-to advertising campaign brought them to their notice. The gardener and farmer were shown the best kind of tools for special work by circulars and books describing the tools and their uses, in which the merits of the goods were convincingly told and specific claims broadly made.

This kind of literature, when circulated by local dealers, is the strongest kind of an advertisement, and will create sales for garden tools which will prove of much value to the gardener and farmer by saving their time and expediting their work. "Selling Pointers" and "Tools and Their Uses" are two books which, circulated in your local field, will prove great selling helps and offset catalog house advertising. They are furnished free to the Hardware trade as a part of a plan of "sales aids" inaugurated by the American Fork and Hoe Company, Cleveland.

HARDWARE

A SEMI-MONTHLY MAGAZINE DEVOTED TO THE AMERICAN HARDWARE TRADE

Published on the 10th and 25th of each month by

HARDWARE PUBLISHING COMPANY

No. 415 Produce Exchange, New York

FREDERICK F. LOCKWOOD - - - PRESIDENT
HENRY W. WILSON - - - - SECY. AND TREAS.
GEORGE F. BRADFORD - - - - - EDITOR
C. H. GREENE - - - - - - MANAGER

415 Produce Exchange, New York

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TO CANADA, $1.50
TEN CENTS A COPY
ADVERTISING RATES ON APPLICATION

Address all communications to HARDWARE PUBLISHING COMPANY

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Communications upon subjects of interest to the trade are always acceptable, and will be paid for at current rates. The Hardware Publishing Company has no prejudices, and encourages unknown authors to find an audience through the columns of HARDWARE. The only stipulations are that articles must be timely and interesting, and that when possible they shall be accompanied by appropriate illustrations consisting of photographs, drawings, or rough sketches from which finished drawings can be made.

VOL. XXXV AUGUST 25, 1907 NO. 10

ONE HUNDRED YEARS OF STEAMBOATS

There must have been joy in Heaven on Saturday, August 17, which was the hundredth anniversary of Robert Fulton's first trip up the Hudson river with his historical steamboat. Promptly at one o'clock every steamer in New York harbor and in the vicinity of the city on the Hudson and East Rivers opened wide their whistles in honor of the occasion, and for five minutes a bunch of noise went up which was admittedly greater than any reverberation which has ever rocked the foundations of the city or split the clouds of heaven.

At the end of that time the noise gradually subsided, and the steam era entered upon its second lap.

Will it ever be allowed to finish it?

DOWN THE PARCELS POST

The consolidation of third and fourth-class mail matter into one class, together with an increase of the maximum weight to eight or ten pounds and a material reduction in the price per pound, as proposed by Postmaster-General Meyer, would work great hardship to that class of legitimate local tradesmen of which the retail Hardware dealer is perhaps the most conspicuous representative. With the present postal barrier of one cent an ounce on merchandise removed, the mail-order house would go shrieking over the land with added inducements, and deliver its light wares anywhere in the United States at a price which would make inroads into every American Hardware dealer's local trade.

Nor would they be confined to the minimum weights which would be prescribed by the new law. The immediate result of such a move would be a reduction of express rates to conform somewhat to the parcels post rate, and this would naturally include the heavier packages now transported by our common carriers. Express rates could not be higher in proportion as the weights advanced, as many shippers would divide their consignments into packages within the minimum, and so gain the advantage of the lowest rate. The mail-order house would thus have the added advantage of the revised parcels post rate with practically no weight limit on expressable articles.

If, under the present rates of postage on third and fourth-class matter the post-office department shows a deficit each year, the deficit would be greater from carrying added loads at a reduced charge. In addition would come the extra cost of delivery, which at present is done by the mail carrier, but would require a horse and wagon. Enlarged mailing departments in our offices would also be necessary. A portion of this deficit would be saddled on you. Do you want to pay out your good cash to helping the catalog house do business in your vicinity? Do you want the government to charge you thirty-two cents a pound for delivering your letters while bringing in your competitors' goods to your territory for ten cents a pound?

If this parcels post measure is adopted, the Hardware dealer will have something to fight in earnest, as far as the catalog house is concerned. Even their catalogs would be transported so cheaply that they could afford to send them out in still greater quantities.

Every dealer and jobber should wake up and take interest enough in downing this matter to write to HARDWARE a letter, giving us the name of your Congressman and expressing your views for presentation before the proper authorities, which will be done.

CREDIT AND CASH

There are times in every dealer's experience when his most steadfast rules will be waived to accommodate some customer. The fear of offending a man and losing his trade causes many a merchant to extend credit in cases where a temporary embarrassment has made it impossible for the purchaser to pay spot cash. But the sad thing about such cases is the fact that credit extended in this way tends to develop a cash customer into either a credit one, or a dead beat.

A knowledge of human nature and a little diplomacy will prompt the soft refusal that turneth away wrath. This is where you must hide behind your inflexible rule. Few men who are politely refused credit can be really hurt, no matter how they may feign surprise. They will take their turn-down as philosophically as if they had been refused a money loan without security. Goods delivered merely on a promise-to-pay amount to just this thing, and what bank doing a loan business on a small margin of interest could afford to take such chances? Your profit is no larger than the bank's interest. When

you extend credit you are loaning money without security, for your goods are your capital, just as money is the stock-in-trade of the bank. No man has a right to expect this of you.

There are times, however, when the refusal of credit to a customer who has always previously paid cash will be actually taken as an insult and a reflection on his honesty. But read what Mr. E. Hale, an Oklahoma dealer, says on this subject:

"I have lost more business by crediting people once that never came to my store to trade afterwards than I have by making people pay cash that wanted credit. As an illustration of this, a farmer who has been a good customer of mine for several years, having been refused credit on a number of occasions, but still traded with me and paid cash for his goods, came in one day when it was raining and wanted a set of wagon bows, so he could cover his wagon before going home. He said he would be in the following Saturday and pay me. That was three months ago, and he hasn't been in my store since, but trades with my competitors. I would have been money ahead if I had given him the wagon bows. It has been my experience that when a dead-beat gets in debt with me, I not only lose the account, but his trade as well."

Display your cash policy broadly throughout your place of business, and you will not be asked for credit. Your reputation of maintaining a strictly cash store is worth more to you than a reputation of being a good thing.

MR. H. E. MILES ON TARIFF REVISION

"There is no Wisconsin Tariff Revision League," said President H. E. Miles, of the Racine Sattley Co., one of the largest farm implement and vehicle manufacturing concerns in the State.

Mr. Miles has returned from Oyster Bay, where he met President Roosevelt, with Senator Hopkins, of Illinois, and discussed the question of tariff revision.

"The announcement that I represented any such league was an error," he continued. "I am the chairman of the tariff revision committee of the National Association of Implement and Vehicle Manufacturers and of the tariff committee of the still larger body, the National Association of Manufacturers of the United States. Both of these bodies are determined upon congressional action next Winter on the tariff. We are determined to have a tariff commission which will make a study of conditions and revise where revision is needed. We are going to have the tariff revised and not have it done in the old jobbing way.

In the past it has been like the mother who left her child and the candy box together. The child looked longingly at the box and told itself repeatedly: 'Baby mustn't touch, baby mustn't touch,' until at last it reached forth a hand, and it was all up with baby and with the candy.

So it has been whenever an attempt was made to change the tariff schedules, the different interests of the country got their hands in eventually. We want a semi-judicial determination of the changes needed. We know the objections which are raised to a tariff commission on the ground of delegated power, but we intend to act in accordance with the constitution, and if congress tears the report which such an advisory commission as we hope for makes, it will have to tear to pieces facts and the truth in the face of the entire country.

There is no civilized country in the world to-day which we respect and admire that has not a tariff commission. The style of handling this subject in other countries is in strong contrast with the swapping, horse-trading, David Harum manner in which the tariff has been handled in this country in the past. Other countries make a scientific investigation of the subject, and upon the knowledge gained by that investigation, the law-making power acts. For example, Germany has just finished a four years' study of the tariff by her tariff commission. Congress is well disposed, and we do not want to be understood for a moment that we question the integrity and ability of its members as legislators.

What we want is a semi-judicial body with power to summon witnesses and to investigate and provide congress with proof—not loose generalizations and unreliable testimony, but with actual proof upon which congress may act."

"How long do you estimate such a commission would be engaged in its work before a revision would be possible?"

"There are some abuses in the present schedules so gross and improper that they might be corrected almost at once, but the multitude of schedules would have to be so carefully considered, not in the lump, but one by one, that it might be two or three years before an adjustment would be possible. That adjustment must be in accord with underlying conditions so as to better the situation day by day and never create any disturbance in the business affairs of the country. Such an adjustment is possible, and that is what we seek."



A NEW AND SUCCESSFUL NAIL CLIP.

CRONK & CARRIER MAKE GARDEN HOES, BUT NOT GARDEN HOSE

In the half-page advertisement of the Cronk & Carrier Manufacturing Company contained in the July 10th and August 10th issue of HARDWARE, a typographical error caused us to represent them as manufacturers of garden *hose* instead of garden *hoes*.

Speaking of typographical errors brings to mind a case in which the printer on a country weekly mixed up the accounts of a wedding and a boiler explosion in a most heartrending and tearful manner, as follows:

"Mr. James Sullivan and Miss Irene Blake, two of our most estimable young people, were united in marriage at the home of the bride's parents last Tuesday evening. The beautiful bride was attired in a gown of fine white satin, with a long train and tulle veil. The groom wore the customary black suit in which the rivets had become loosened on account of rust and hard service. Exceptionally high pressure blew out a manhead and tore an enormous fissure in the boiler plates, the explosion completely wrecking the building and waking the residents for miles around. One man was killed and several injured."

IRON AND STEEL CONDITIONS

BY B. S. STEPHENSON

THE trend of the pig iron market continues downward, with buying so limited that the actual level of quotations is problematical and a wide range of prices prevails on such business as is now being closed. In steel-making irons, the last sale of Bessemer reported 15,000 tons brought $22.00, valley furnace, but in the East more recent sales of basic have been made at prices reported as low as $18.00, which is about the level of a year ago, but has not been touched since the advance began early in the Fall season. Foundry iron in the East has also sold during the past few days at lower figures than have prevailed since that time, sizable tonnages being closed on the level of $19.25, eastern furnace, for No. 2 plain. The foundry trade is generally well supplied for some months to come; in fact, throughout the New England district it is stated that fully ninety per cent. of the smaller consumers will purchase no more iron for the remainder of the year. Orders for castings are still plentiful, but founders insist that they cannot see a continuance of capacity business very far ahead and expect to curtail operations gradually during the Fall months. In periods of unusual activity it is not unusual for the first of September to mark the beginning of the buying movement for the first quarter of the following year, but July and August have slipped by with no inquiry of consequence for such advanced delivery and there is no indication that any extensive purchasing will be done for a considerable time. One of the largest melters of iron in the East some time ago solicited tenders on its total requirements for the first quarter, only to let the matter drop, and nothing has been heard from the inquiry since. The entire situation, so far as pig iron is concerned, is one of hesitancy, as the feeling is general that the lower prices will prevail.

The crude steel market, on the other hand, has been extremely brisk of late, largely because of the heavy purchases of the steel corporation, which, since the first of April, has been close to 90,000 tons of billets. During the Spring this interest contracted to furnish billets to a number of important independent interests, as it was figured that its output would be sufficiently large to meet its own demands and supply these outside needs as well. The demand for finished materials, however, has proved so insistent throughout the Summer that the corporation was forced to enter the market to make good its contracts. The supply is still exceedingly limited and there is no improvement in deliveries as has been reported. Shipments on sheet bars are also dragging. Mills are receiving a surprising amount of new business in steel bars and several fairly large consumers are still to cover their yearly requirements. Prices in iron and steel bars are still well maintained and deliveries continue slow.

In wire products a unique situation prevails in that the opening of Fall business, particularly in wire fencing and nails, has occurred about a month earlier than usual and manufacturers are already receiving a fair volume of orders. Specifications are very heavy and, as mills are still from five to seven weeks behind on existing contracts, the early Fall opening indicates a continuance of rushed conditions through the remainder of the year. It has started with mills having practically no stocks on hand and making shipments from the day to day production. Quotations are unchanged.

Only a slight volume of new business is being received in sheets and, although specifications on old contracts are as insistent as ever, improved deliveries are now possible. The leading interest, which four months ago was promising shipment in from twenty-five to twenty-six weeks on blue annealed and galvanized sheets, is now promising twenty to twenty-one weeks; on light gauge, small-size blue annealed, nine to ten weeks can be done and on American Bessemer, six to seven weeks. In tin plate, on either ordinary coated or black tin mill products, six to seven weeks' promises are being made.

The metal markets show no indication of an approaching rally; instead, the downward tendency continues in almost all lines, with purchasing only such as will cover the most imperative needs of consumers. The copper situation is in a state of complete demoralization, the low prices now current proving no stimulus to buying. The decline from the level of the early Summer has been about seven cents per pound and its effect is being felt in copper and brass commodities generally. Not only has it checked the rapid advance, which has reached a point which was beginning to halt new building enterprises, but it has weakened the situation to such an extent that an occasional shading in prices is now reported. Few price advances may be expected during the Fall months. The tendency is all the other way.

At the semi-monthly meeting of the Western New England Iron, Steel and Heavy Hardware Association, held at the Seaside Outing Club, Bridgeport, Conn., Governor Woodruff was the guest of honor at the banquet.

Standard Mfg. Co., Shelby, Ohio, manufacturers of washing machines, have increased their capital stock from $10,000 to $40,000 and added the "Champion" double-acting spring door hinge to their line.

CONDITION OF TRADE

Crops are coming out better than expected. No apprehension is felt at the recent reports of financiers, who aim to create disturbance and thereby put a stop to investigation into their methods. Business is excellent.

ALBANY, N. Y.

The alleged industrial depression booked to arrive about this time, on account of the trouble in Wall Street, has thus far not materialized. If this "bear" movement is expected to depress the Hardware and metal lines it will have to be given fresh impetus to make itself felt, unless we are a little premature and the evil day is booked to arrive earlier than we expect.

We find trade in this section excellent. The orders continue to pour in even now which is supposedly the heighth of the vacation season. Some merchants must remain at home and the factories must still be running hereabouts, for there is a steady stream of orders keeping us all busy without time to worry about price of stocks and bonds. We do not hear any complaint from the trade reached by us, and as it is too early to worry until the coming depression is more imminent, we will keep quiet and "saw wood."

Thus far no report of weakness of prices has reached us, but we are receiving occasional circulars from factories and others who use the well-known phrase, "owing to the higher price of raw material, etc., we are obliged to advance our figures." These are still coming and the indications are that prices and trade are to be kept up to the present high pitch for some time to come. At least that appears to be the indication in this part of the country.

ALBANY HARDWARE & IRON CO.,
CHAS. H. TURNER, Pres.

PITTSBURG, PA.

The midsummer season has been the busiest one in this section which we have ever known. Of course the fact that during July and August many of the regular force are absent upon vacations makes an active demand for goods especially noticeable, but it is nevertheless true that our sales during this time have largely exceeded any previous record. There is an active demand for all classes of goods, collections are fairly easy, and the general tone of business at the present writing is decidedly healthy.

The recent predictions of approaching business depression and the extreme decline in prices in the stock market are not encouraging signs for the future, but at the same time we do not feel that anyone who is conducting a legitimate business need have any anxiety regarding the outlook. It is perhaps true that we are now enjoying the height of the present period of activity, and that business will gradually moderate during the next year or two. At the same time we can see nothing, especially in this section of the country where everything is in full blast, which will cause an immediate falling off in business or anything like a serious slump. The solid foundations of prosperity are too real to be seriously affected by what is really only a slight loss of confidence.

That the recent investigation by the government into the illegal business methods of some of the trusts will cause a business panic or even a serious business depression we do not believe. The course of the present administration in pursuing its "square deal" policy will undoubtedly be for the best interests of the business world at large, and no one who is carrying on his business in a legitimate manner has anything to fear from an impartial and vigorous enforcement of the law. It is true that the conviction of some offenders and the feeling of unrest excited by these convictions among those whose operations may be subject to investigation may for a time prevent any further business expansion, but it cannot certainly permanently injure, but rather help, the business world.

So far as trade in the Pittsburgh district is concerned, we feel that a very good business can be counted on for the balance of this year, and that if there should be any let-up at all it will come only in the form of a gradual cessation of activity which is only natural after the rushing times of the last year or two.

LOGAN-GREGG HARDWARE CO.,
P. F. LOGAN, Vice-Pres.

SAGINAW, MICH.

As we approach harvest we find crop conditions are better than anticipated early in the season, and taking the various crops of Michigan as a whole there will be at least average crops, if not a little above the average, and farmers are getting more than the average price for their crops. We believe that the Michigan farmers will have more money to spend this year than they have had for several years, and we look for a good healthy Fall business.

Every one in this section of the country reports June, July and August sales to date exceeding those of the same period for last year. While some buyers seem inclined to believe that they can replenish their stock at lower prices, nevertheless, they are forced to buy freely to take care of the every-day business.

MORLEY BROTHERS.

MINNEAPOLIS, MINN.

The Northwest is all right and we believe business conditions will continue in about the same prosperous condition that they have been for several years back. We question if the crops will be quite as large as an average, but without doubt the increased prices of wheat will make the crop worth as much as usual; therefore the farmers will have approximately the same amount of money to do business with.

We think jobbers and manufacturers generally are busy. Certainly as far as we are concerned we can see nothing in this section of the country to justify any fear of industrial depression, and personally we know for a fact that it is very difficult to get goods when you want them in a hurry, as we did immediately after the fire had destroyed our stock. Many of our old friends have responded very promptly, undoubtedly taking goods that should have gone to others on account of the fact that they had their orders in ahead of our hurry-up orders, but to us, who were in trouble it seemed a very proper and reasonable thing to do. Some other manufacturers, however, have simply told us in substance that we would have to wait our turn, or have made promises that have not been kept. Anyway, we find it very difficult to get sufficient goods to do business with, and this is true in nearly all lines. Local business is exceedingly good.

W. K. MORISON & CO.,
W. K. MORISON, Pres.

BERLIN, WIS.

Complaints from dealers are very few and I think the trade of the State are in a very prosperous condition with every prospect of a good Fall trade. We have a membership of 640 out of a possible 990 dealers in the State, and are trying to interest the other 300 with fair success. Yours truly, C. A. PECK,
Sec. Wisconsin Retail Hardware Assn.

DAVENPORT, IOWA

There seems to be no rational reason why buying and selling watered stocks in Wall Street should in any way effect the continued prosperity of this country.

Honest men managing legitimate business enterprises have no fear of legal investigation. Corporations who have and are now conducting their affairs according to law are inviting investigations. The result of continued investigations and the enforcement of law cannot help being beneficial to the great mass of our people.

Prosperity will continue just as long as the fields produce abundant crops, the mines furnish useful and precious metals

and the waters of the earth yield such large quantities of food and other articles for the use of mankind.

There never has been and never will be hard times in this or any other country as long as there is plenty of work for all at high wages and paid for in cash.

It matters very little to the Iowa farmer or Hardware dealer whether stocks go up or down in Wall Street. Farm products will always sell for cash and in general Hardware there are no fictitious values. This year the Iowa farmer has a fair crop and it is selling above the average price.

Just now the money market is firm and rates of interest are higher and advancing from day to day. The demand for money does not come from the Hardware dealer or farmer, but rather from the speculator or the large industrials who are attempting to do too much business on too small a capital. "Thus far shalt thou go and no farther." The people who have heeded this injunction are perfectly safe. Some of those who have attempted to "go farther" may fail as one immense concern did in New England the other day, but the great masses have remained within the "thus far" limit, and they are standing on as solid foundation as the ribs of rock which holds the earth together.

SICKELS, PRESTON & NUTTING CO.,
J. R. NUTTING, Treas. and Gen. Mgr.

OUR BRITISH LETTER

FROM OUR SPECIAL CORRESPONDENT

LONDON, August 9, 1907.

THE IRONMONGERY EXHIBITION.

In my last letter I referred to the successful Ironmongery Exhibition which had then just been opened in London. The good omens of success, so conspicuous on the first day, were fully realized. In course of an interview with the general secretary of the Ironmongers' Federated Association, Incorporated, I was pleased to learn that the exhibitors, including those firms who handled so many domestic accessories manufactured in the United States, had reported unqualified success, and further it was gratifying to learn that with few exceptions the exhibitors were fully satisfied with the amount of business they had transacted. The ironmongery exhibitions, which have been held in this country, differ somewhat from the exhibitions of Hardware made in the States on the occasions of Hardware conventions, and at other special times when Hardwaremen have gathered together in goodly numbers; inasmuch as the manufacturers aim at booking orders. Perhaps it is a mistake to look for present results to too great an extent, and had British manufacturers a little more faith in exhibitions as means of introducing new goods, they would in the long run be more beneficial, their aim seeming to be direct results, rather than using exhibitions as a method to build up future business. However, possibly, a somewhat different view of things may be taken another year, as the resolution which was come to at an influential meeting held during the exhibition, to the effect that the next one, which is to be held in 1909 shall be open to the public for a portion of the time, will probably alter somewhat the character of the next show. So far, the Ironmongery Exhibition has been exclusively a trade show, but when the public are admitted, it will have to be more of an exhibition than a salesroom, and manufacturers will have to take introductory methods of bringing their goods into notoriety with the public, demonstrating their uses to a greater extent, and impressing users with the sterling quality of their productions rather than simply placing them upon their stands and offering them to traders as regular lines. Such exhibitions should be the means of developing new business rather than filling order books with repeat orders for selling lines.

TRADE WITH BRITISH COLONIES.

There is an unmistakable awakening just now in all departments of manufactured products where export business is brought into consideration. The British manufacturer is realizing that wide fields are opening up in many of the British colonies, which have hitherto been regarded as but minor markets for manufactured goods. Reports from the United States, and from those countries where business is waiting for the enterprising manufacturer, reach us of the competition which is experienced between producers in Great Britain, Germany and the United States. No doubt a large portoin of the business secured by American makers is due to the quick-wittedness and keen foresight of American consuls, who are ever on the alert to send home reliable information. British consuls, too, are awakening to the importance of commercial intelligence, and it is evident that in the future the competition between manufacturers of Hardware in the States and other countries will be keener than it has been in the past, in consequence of the better means of distributing reliable trade information, passed on by resident representatives of the manufacturing countries of the world to their respective producers. In reference to trading in British colonies, there are several points well worth noting, and although most of them are doubtless well known to your readers, I venture to repeat some of them in my letter. Sterling qualities go far towards securing repeat orders, but those will not secure new business unless accompanied by suitability of pattern and conformity to existing customs and conditions. Especially must local tradition be followed when trading with British India. The South African markets are developing slowly perhaps, but none the less surely. South Africa is an immense country, and includes towns fast approaching the height of civilization, and wild tracts where mining and agriculture are carried on, even as in the early days when the Boer trecked far beyond the Vaal River, and gradually displaced the original natives of that great tract of land. Canadian markets are close at hand, and the requirements of the Dominion are known to your readers better than they are to most of the manufacturers in this country. British colonial Hardware buyers are by no means conservative; they have long shaken off the trammels of race and the narrow-mindedness which for so many centuries prevented the inhabitants of the British Isles from recognizing any good in any other country besides that of their island home. Nevertheless they still cling to the name of the mother country, and give preference to British-made goods, unless some advantages are held out to them in suitability of goods, quality or price. Manufacturers in the States should see that one or more of these advantages are offered to Hardware merchants in those colonies with which they are prepared to trade; then, doubtless, the markets will be opened to them. The splendid year of business which has been experienced in the United States may have made manufacturers careless of extending their boundaries, and the difficulties they have had to cope within orders at home, may have prevented them from going farther afield. The time may come when the output in the States will be greater than the demand; therefore, the knowledge of the possibilities of trade with British colonies may not be despised.

TRADE AT THE MOMENT

Trade at the moment in retail ironmongery establishments appears to be almost nil, according to the reports I have received from retail ironmongers in English inland towns. The long-delayed Summer weather, which is now beginning to show promise of coming, has caused quite an exodus to the seaside and other fashionable places of resort. The holidays which are usually spread over two or three months are likely to be very short this year, and for the next two or three weeks there is little likelihood of any large amount of business being done in furnishing ironmongery, although of course the demand for builders' Hardware continues the same as usual. Indeed at the present moment quite a large number of important buildings are being finished off, causing a brisk demand for better class Hardware, among which are many articles manufactured in the States. Indeed, inquiry shows that among the different lines which are coming into general use, some of which were formerly considered luxuries, there are many articles almost exclusive-

ly of American manufacture, one of these has just been very prominently brought under my notice. It is the Corbin door spring, which is being sold in large quantities in this country. A few years ago pneumatic springs were not considered necessary when fitting up ordinary offices, business premises and shops. Yet now quite second-rate suites of offices are considered incomplete without this modern method of preventing banging of doors. So it is in many other instances which might be quoted, ideas have become enlarged and luxuries have become commonplaces.

IMPLEMENTS AND MACHINES.

The harvest which is now beginning has kept agricultural ironmongers fairly busy in selling sundries required in the preparation of that important event. The business in agricultural machines, especially in mowers and reapers this year, has not been altogether satisfactory, and many ironmongers are fully anticipating a good deal of work in their repair workshops in the Autumn, owing to the number of machines which are still in use which ought to be discarded in favor of more modern ones. Most of the great agricultural societies have held their annual shows. One of the most important, the Royal Lancashire, has just been held at Bolton, rather a curious centre for an agricultural exhibition, being right in the heart of the cotton manufacturing county of Lancashire, but nevertheless easily accessible from the outlying agricultural districts, which run so close up to the manufacturing—often almost to the very outskirts of quite large towns.

GAS LIGHTING FOR THE COMING AUTUMN

As I have reported in recent letters, ironmongers are now taking a very much more active part than formerly in the distribution of gas-lighting apparatus. The advances made within the last year or two in incandescent gas lighting has brought about quite a revolution in the business, and the number of small makers of incandescent gas fittings which have sprung up make the variety on the market quite bewildering, and it is somewhat difficult for retailers to select thoroughly good burners and fittings, and to make sure they are getting the very best. Still there are some manufacturers of incandescent lighting appliances, which seem to stand out far ahead of others, and who from various causes have built up for themselves lasting reputations for their particular inventions. Among these it would be somewhat difficult to find any more well known than the Block Light, an American firm who have spent immense sums in booming their burners and mantles, and who, through their persistence and introduction of their light to the general public, have forced the hands of retailers and made them, if from no other cause, stock Block Light fittings; in justice to the manufacturers I must add that Block Light will stand the most severe test and compares very favorably with other incandescent burners and fittings. It may be interesting to your readers to know that Curtis's & Harvey, Ltd., a firm of ammunition and gunpowder manufacturers whose name is known all the world over, have taken up the manufacture of mantles, an article which it may at first sight seem curious for them to produce, but apparently the "Ironclad" mantles, as they are named, fit in well with other materials produced at the firm's works, and there is every reason to believe that "Ironclad" mantles will find their way into the United States just the same as the gunpowder and explosives which Curtis's & Harvey, Ltd., manufacture.

A PROGRESSIVE STORE

ITS FALL AND WINTER PROGRAM

BY F. F. PURDY

THE writer, one of the genus summer boarder with family, of near Middletown, N. Y., after passing the windows of Buck Bros., at that place, was obliged to go in and talk shop. The place is wonderfully inviting for a store in a town of Middletown's size.

The store is arranged so that, while catering strongly to trade in agricultural implements, etc., the women are encouraged to shop there for housefurnishings.

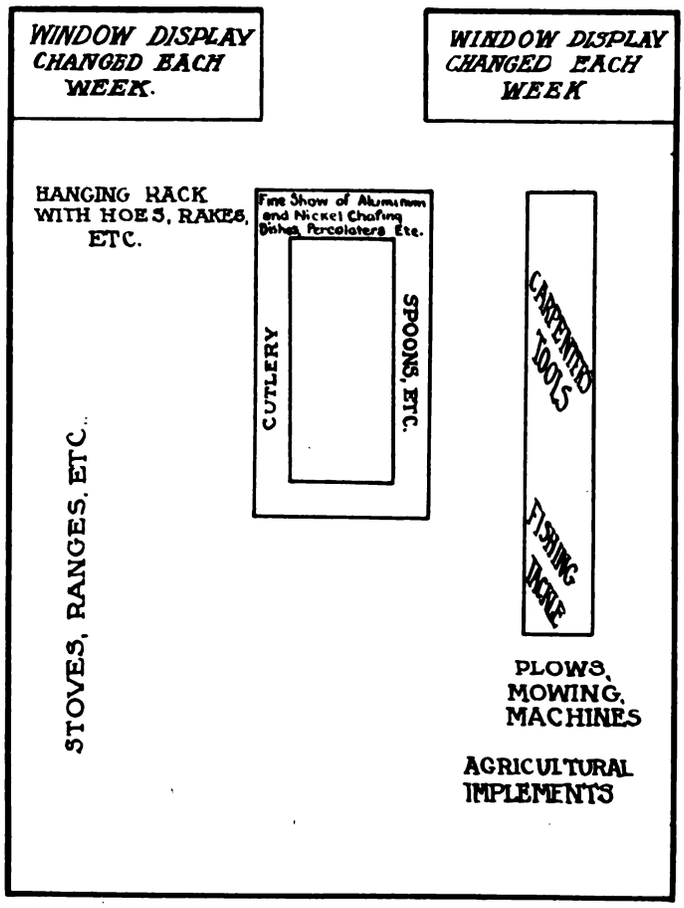
Opposite the large double entrance is an ample case with aluminum and nickeled household utensils of the better kind, like chafing dishes, teapots, coffee percolators, etc. At the left, down the side, are fine cases, fronting a systematic array of boxes of uniform green where the forward stock is kept. Back of those cases and stock boxes are the heavy agricultural implements. There is a similar arrangement on the other side. The theory is that the farmer is at home anyway in the Hardware store and will walk back anywhere to get what he is after, while the window display and store arrangement must be made largely to please the women. Thus is the valuable trade in housefurnishings retained; otherwise, it surely gravitates away, leaving the dealer with only his regular Hardware trade in mechanics' tools, farmers' implements, etc.

The trade in agricultural implements is just ending for the season. Buck Bros. propose to start the stove and range season early, beginning September 1. "Two years ago," said Mr. Buck, "we did what we considered a phenomenal business in stoves and ranges, but last year, by starting a month earlier, we increased our business fifty per cent. Hence, we *start early* this year, which is half the battle in selling stoves and ranges. No, we have no complicated methods of any kind. We show the goods in the windows and advertise them, sometimes using full pages. In other words, we get after the stove and range business good and hard, and *get after it early*.

"We keep the stove and range business booming way along into the winter, with other specialties coming along at the same time and having attention—skates and sleds with beginning of winter weather, of course; but at holiday time we have a large stock of holiday goods, to the extreme limit of the proper stock for a Hardware store. We make a big play for holiday trade and get a lot of it

"We have a feature right after inventory that cleans up our stock and moves unsalable goods—our 'after inventory sale.' We get our stuff together that has got

to be moved, and we put on prices that do the business, often quite below cost. But cost here cuts little figure.



STORE ARRANGEMENT OF BUCK BROS., MIDDLETOWN, N. Y.

Dead stock must not be tolerated. Better take even fifty cents on the dollar and get that new fifty cents moving. What goods do we offer at these sales? Specialties, of course, that need pushing, and not our bread and butter that's good the year round. Well, last time I remember, we put out rat traps; some little fancy tin cups—hundreds of them; dinner pails of the more unsalable sizes; some combination tools like the hammer, pipe wrench and nail puller combined. Few people want them at a profitable price. I don't know why; I guess they do too many things. You know a clever salesman can always talk the Hardwareman into buying ingenious combination tools that do everything under the sun. My idea is to get all the capital locked up in experiments freed for use in productive stock. No Hardware man is such a mind reader that he never buys stock that is slow or unsalable at a profitable price. The man who never makes a mistake in buying must confine himself to such narrow bread and butter limits that he cannot expand his business, and eventually relegates himself to the ranks of the has beens."

The above in general seems to be a progressive four months' program for the Hardware dealer. At the same time Mr. Buck admitted the possibilities of bringing out other, though perhaps minor features during the fall, and running special sales; with bread mixers, zinc-covered pastry boards, grinders for Fall mince meat, apple parers, glass wash boards, carpet sweepers, preserving kettles, lightning seeders, carpet beaters, paint, etc., as prominent features.

Buck Bros. took advantage of the August Orange County Fair to show an ensilage cutter in operation, together with a large display of their agricultural implements and tools, which attracted a great deal of attention.

MINERAL OILS FOR INDUSTRIAL PURPOSES ON THE GERMAN FREE LIST

The ordinance passed February 15, 1906, by the German Federal Council admits mineral oils free of duty when certified as being used for the extraction of palm oil, for dissolving caoutchouc, varnishes and paint, or cleansing textile fabrics, etc. Users of such mineral oils are, however, required to receive their supplies direct from domestic refineries or from abroad, no commercial traffic with such oils being permitted.

CHANGE OF FIRM NAME

The Wilkinson Shear & Cutlery Company, of Reading, Pa., has changed its corporate name to the "Columbian Cutlery Company," in order to avoid confusion of its product with the output of Burgon & Ball, Ltd., of Sheffield, England, who manufacture sheep and hedge shears and sell them in the American market under the name of "Wilkinson."

Burgon & Ball are successors to the Wilkinsons, of England, and for a hundred years past the two firms have marketed their product under the above name. The Wilkinson Shear and Cutlery Company of Pennsylvania was in part organized by and learned to make shears directly and indirectly from members of the British Wilkinson family. The present Columbian Cutlery Company, taking a pride which it believes to be just its ability to make shears and in the excellence of the shears which it manufactures, deemed it advisable to take special pains to keep its shears distinct from other shears, and as the most effective means to that end, has taken this step.

PRESENT AS TESTIMONIAL OF ESTEEM

George W. Corbin, formerly president of the Corbin Cabinet Lock Company, New Britain, Conn., and now president of the Union Manufacturing Company, was presented with a handsome silver-mounted traveling set as a token of esteem by the Foremen's Club of the Corbin Company. The presentation was made at a recent outing of the club.

The Turner Brass Works of Chicago have completed their new factory at Sycamore, Ill., and are now occupying it. The main factory building has a floor space of 40,000 square feet, with power and heating plants additional. Improved machinery has been installed and their facilities enlarged and greatly improved. They are located on the main line of the Chicago & Great Western Railway and the Galena Division of the Chicago & Northwestern Railway, with side tracks to the factory. As soon as completely settled all orders will be shipped promptly. All correspondence and orders should be sent to the main office, Sycamore, Ill.

WINDOW DRESSING DEPARTMENT

ADVERTISING VALUE OF WINDOW DISPLAYS

DEALER CAN NOT AFFORD TO LET HIS SHOW WINDOWS LIE IDLE. RETURNS CAN NOT BE EXPECTED AT ONCE. USE SHOW AND PRICE CARDS, BUT THE LATTER ONLY WHEN PRICE IS AN ATTRACTION

BY FREDERICK PFAFF. PAPER READ BEFORE THE OKLAHOMA RETAIL HARDWARE CONVENTION, JULY 9-11

I DO not believe any wide-awake business man can afford to let his show windows lie idle. All the other classes of advertising have their value, but the class that brings the whole matter right up to the prospective buyer is the window display. I would not for one moment be understood as advocating the policy of dropping all other modes of advertising and relying solely upon window display, but I desire to impress upon my listeners the value of window display as an auxiliary to their general scheme of advertising. Many merchants do not give this method of advertising the amount of attention it should receive and do not seem to realize its full value. Many think it is unnecessary trouble and somewhat expensive. I do not agree with these ideas. Personally, I believe that the window display is one of the most valuable methods of advertising, and I believe, as a rule, that the appearance of a merchant's show windows is an index to his business ability. Many will tell you that it is an easy matter to dress up a window in a dry goods store, but it is a difficult matter in a Hardware store. I realize that at times it requires a great deal of ingenuity to get a really attractive window, but in this, as in many other things, "practice makes perfect."

I believe it is a good idea to select one person in a store to look after the dressing of the windows. If every-one has a finger in the pie it will certainly be spoiled. If it is left to one person he will soon begin to take a pride in the matter and the windows he turns out will be trade getters.

Do not expect immediate results from every window you fix up, for if you do you are sure to meet with disappointment. Many a time you will get up a window which is very attractive, but right at the time you cannot see that it is bringing you any trade, but some time afterward a customer will come in and ask for one of those hatchets you had in your window some time ago, or a set of those sad irons you had in your window last Fall. I sold twenty-five or thirty sets of sad irons in one week as a result of an ad. I had in my window some weeks before. I made as attractive a showing of them as I could and did not get any direct result but it came in time.

The chief value of the window display lies in the fact that it brings the prospective buyer face to face with the article to be sold and usually leaves a lasting impression with him.

One fault with many in preparing window displays is that they do not have their windows properly built. They are either too small or simply have a small platform built in them, and they are not boxed up, and as a result you cannot properly show your goods. For ordinary Hardware display a show window should be about eight feet by eight feet, floor measurement. The floor in the window should be elevated to the bottom of the glass. The window should be boxed up all around, so as to be as nearly dust and fly-proof as possible. The ceiling should be about seven feet from the floor of the window. A door should be placed in the back large enough to admit the largest article which you will have occasion to place in the window. Of course, in some stores it is impossible to arrange such a window without a great deal of inconvenience. In such cases I can only say, do the best you possibly can.

After constructing your window it is necessary that you arrange your display in a manner that will attract the attention of the passersby and cause them to stop and take notice. When you accomplish this you have begun to make your work felt, but it is still possible that after arranging your window so as to attract attention, the arrangement is not of such a nature as to be a trade getter. It may be that display is so confused that the observer cannot be converted to your cause by it. Quite often you will see windows in which the trimmer has tried to make a display of what seems to be all the articles carried in stock. As a rule, this class of windows do not pay.

To make the display most effective you should only show one line of goods at a time. If you desire to make a cutlery display do not sandwich it in with a display of builders' Hardware. If you want to make a display of builders' Hardware don't mix it up with a display of harness; or if you wish to make a display of ice cream freezers do not mix them with the display of a range. Take one article or a number of articles belonging to the same class and make the display such that after looking at it the prospective buyer will have that article or class of articles well impressed upon his mind. Otherwise the prospective buyer will only take a casual look

at the different articles and walk away without having received a strong impression of any of them.

A window display can be greatly strengthened by the use of show cards. These should be neat and call attention to the display in a brief and clear manner, and it is well to have a neat price card showing the price of each article. A great deal of care should be taken in the preparation of these show cards and above all things they should be neat. A hand-painted card is much preferred to cards printed with a rubber stamp on a piece of old card secured by tearing up a pasteboard box. The latter has a tendency to cheapen your window and destroy its artistic effect. Good cardboard can be secured at any printing office at a very reasonable price. By a little practice any window trimmer can learn to make a very respectable style of letters and figures and this tends to give a touch of originality to the appearance of your window. If you contemplate making a display of some special line of goods you can usually secure a selection of very strong display cards from the manufacturer or jobber for the asking.

Change your displays often. This is very important. If you leave a display too long people will lose interest in your windows, and as a result you will lose the advertising value of your displays. If you do not already make use of your show windows as advertising mediums, try them when you return home, and I believe you will soon come to the conclusion that Hardware window dressing pays.

A LANTERN DISPLAY THAT HAD RESULTS

A recent window display of the Rudge & Guenzel Company, of Lincoln, Neb., is shown in the accompanying illustration. The window was designed by Mr. J. Roy Frank, a salesman with the firm, and seems to cover every up-to-date point for a trade-winning window in respect to good background, tasty arrangements, price tickets, etc.



LANTERN DISPLAY BY RUDGE & GUENZEL, LINCOLN, NEB.

The size of the window is nine feet in depth and sixteen feet long; the window being a closed one seven and one-half feet high at the back and ten feet high in front. In the center of the window, in the background, sat "Uncle Obediah" holding a No. 415 nickel-plated lantern. On either side were pedestals each having two steps, the rear one two feet six inches high, and the front one ten inches high. In either corner at the back were pedestals, each of two steps, the rear step being three feet seven inches high, the front one ten inches high. At either end of the window extending along the sides from the front were two pedestals ten inches high and three feet long. Directly in front of the two main pedestals, on either side of the center of the window, were nickel-plated pedestals about three feet high with arms from which were suspended different styles of lanterns.

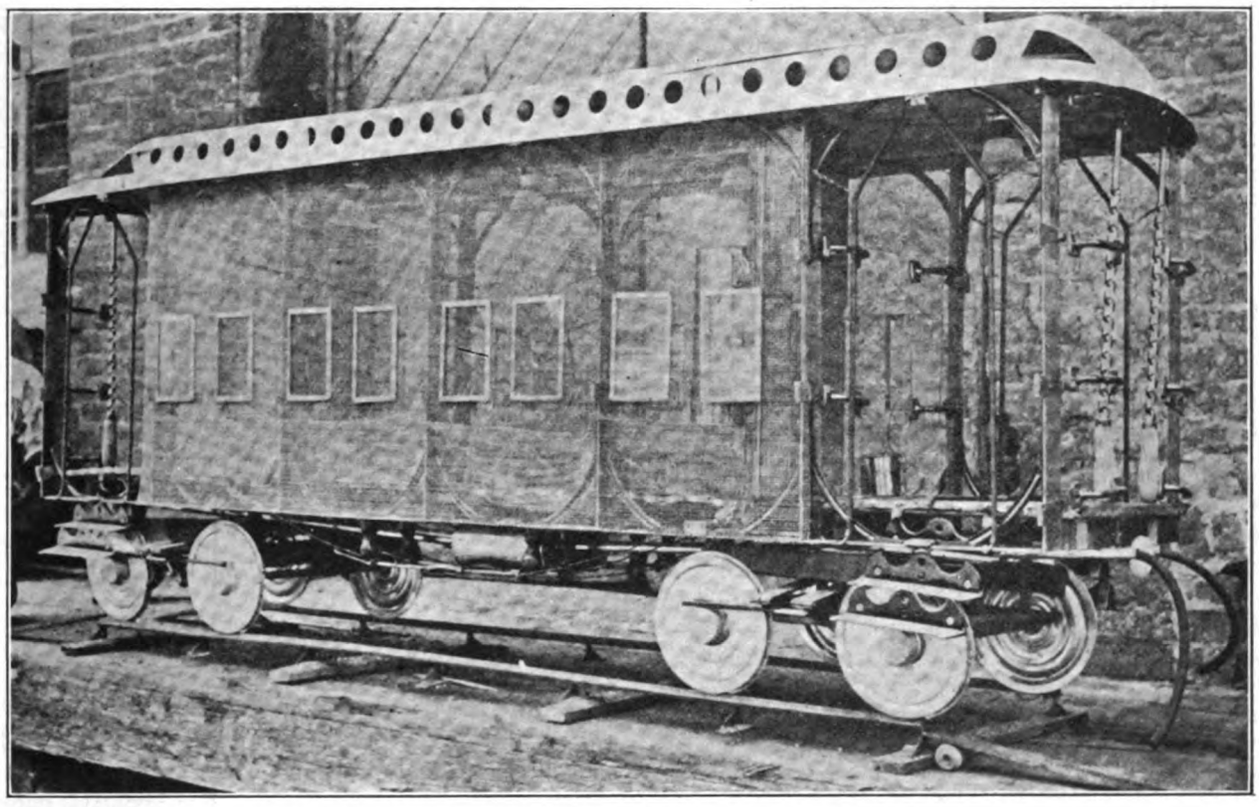
In front of the window was an empty paste board carton. One of these containers also stood upon the center of each of the two side-pedestals with a lantern standing on the top of same. There were four bracket shelves five feet from the door, one located at the center of either side of the window, the other two at the back directly over the two main center pedestals. The back of the

window and the pedestals were all draped in green plush with a neat fringe festooned along the top. Upon all of these pedestals and upon the wall brackets as well as upon the floor of the windows, were displayed different styles of lanterns. Eighty-seven lanterns were used in all and forty-nine lantern globes, there being no other merchandise displayed in the window. Three of the regular advertising signs furnished by the manufacturer were suspended from the ceiling of the window toward the front.

Price cards were used in the window with good effect. At least two of every different pattern of lantern was plainly marked.

A CLEVER DISPLAY OF HARDWARE

This was a clever representation of an up-to-date passenger chair car. It was eight feet long, three feet high and two feet wide, and was constructed entirely of Hardware taken from stock without damaging any of the pieces. The frame-work or body of the car was made of No. 27 squares and 8x10 shelf brackets clamped together with three-inch strap hinges and small stove bolts. The sides were covered with sand screen so that the interior of the car was visible. The floor was metallic foot mats; windows, mica framed with scraps of tin. The main part of the roof was a sheet of 27-gauge galvanized iron 28x96. The top piece was 14-inch tin valley and the holes cut in drip strips for ventilation. The seats were pint tin cups placed upside down and wire spoon egg beaters fastened with a drop of solder made the back. The handles of the tin cups made the foot rests. The posts on the ends of the car were ship augurs supported with bar sash lifts, the door frames were Pullman coil door springs supported by short pieces of brass safety chain and bar sash lifts. The doors were of sand screen and cupboard turns for locks. The car was lit with electric lights. The steps were foot scrapers. The journals were 16-inch rasps. The springs were 2-foot rules. The wheels, potcovers; axles, speaking tubes; oil cups or hubs were oil can caps. The truss rods were bucksaw rods supported by base knobs. The air cylinders were 2-quart tin cans, and the pipes, speaking tube with gas hose for connections. The track is barn door track with pick handles for ties. The car was detailed in every particular and was strong and very attractive.—*Merchants' Record and Show Window* for July.



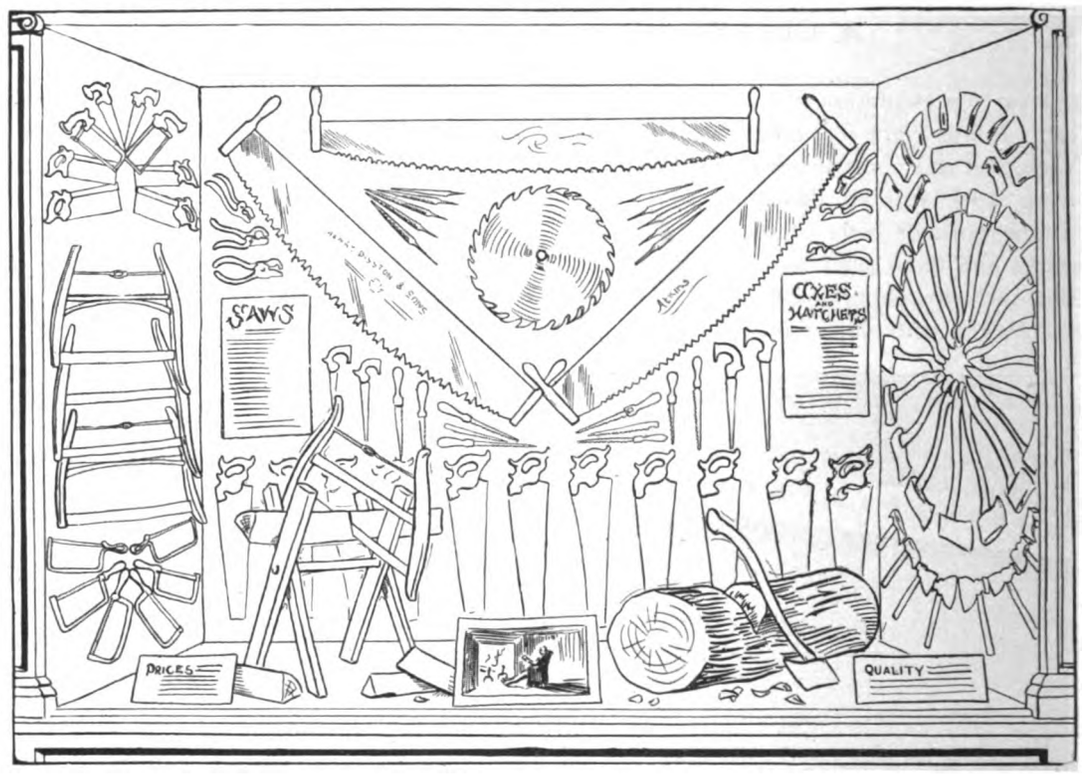
A UNIQUE DISPLAY OF HARDWARE

SHOW WINDOW PHOTOGRAPHS WANTED

If our readers will co-operate with us in making our window display department complete and interesting by sending us photographs of some of their good window displays they have used recently, or contemplate using, they will help to create a feature in HARDWARE which will be valuable to them in that it shows what other Hardware merchants are doing. We will make the cut and prepare the article free of charge upon receipt of photograph and data describing the window trim. Send them along.

A SUGGESTED SAW AND AXE WINDOW TRIM

The accompanying cut shows the general outlines of a window devoted to these tools. It allows many variations to be made by the trimmer. Accessories: Cord wood, sawdust, kindling, log, chips, and a few Autumn leaves scattered over the floor. If possible use a firelight picture in the foreground to suggest the comforts of a wood fire in Winter. Price each article. Hang display cards on back wall. Use a dark green or brown background. HARDWARE will be pleased to reproduce photographs of this window upon receipt of the same.



A SUGGESTED SAW AND AXE WINDOW TRIM

GLANCES AT THE WINDOW

The window that sells goods is far superior to the one that simply attracts attention.

The biggest crowd *before* a window doesn't prove that it is the best display. The true proof of a good trim is in the number of customers it brings into the store.

Price the goods displayed whenever price would be an attraction.

Use pictures illustrating the goods displayed in the window. It adds human interest to many a dull subject. It is human nature to want to look at pictures. Notice how the art store window attracts more attention than any other two store displays.

Do not be discouraged if a window doesn't bring immediate sales. Weeks later you will have calls for "one of those hammers I saw in your window," for instance. People may not be ready to buy at the time your display is made. If it's a good window, it will impress itself upon them, however.

If you have trade days in your town, take advantage of them to display in your window the comparative prices and quality of your goods with catalogue-house supplies.

Make your windows simple. Use but one or two general lines that are allied in use. For instance, guns and camp supplies, carpenters' tools, kitchen utensils, with ranges, heating appliances, etc.

Do not crowd your windows. Too many different articles used at one time distract the attention and defeat the object of a window—to attract attention to certain articles.

In winter use warm colors for backings, such as reds, purples and browns. In summer use cool tones like greens, blues, buff, etc. The proper colors have a comforting effect on the eye, but if they clash with the season they cause a feeling of repulsion.

Call attention to your window displays in your newspaper advertising. It brings many a would-be purchaser to the store.

PLAIN TALKS ON ADVERTISING

BY GEORGE F. BRADFORD*

PART III

THE only real advertising medium for the Hardware dealer, outside of his store front and the country-road fences, is the newspaper, and good newspaper advertising copy is the hardest to produce. The newspaper reader has usually but little time at his disposal, even for the news matter, which he tries to read because he paid for it. In contradistinction, the magazine reader has leisure time and has been educated up to looking over the advertising section for whatever pictures and interesting matter it may contain. The difference between an ideal magazine advertisement and an ideal newspaper advertisement is the difierence between a gentle summer breeze which cools the brow, and a strong puff which raises the dust and takes your hat off.

Advertising should be constructed not to fill a demand, but to create it. A man may be unconsciously wishing for a moderate-priced breech-loading shot gun with the very sort of a patented ejector that your gun possesses, or a woman may sadly long for a new range with a broiling attachment which takes all smoke and odor up the chimney, and you may sell such a range. But neither of these customers are for you unless you *tell them about your goods.* Put your selling points foremost.

The headline of a newspaper ad. should be large and either tell a complete story or suggest what is to follow. The use of display lines which are foreign to the story it is desired to convey are greatly to be condemned. It is useless to try to lead the reader on a tack he does not desire to go. The following example, for instance, is bad:

IF YOU THINK

we are mistaken when we say our GLOBE HEATERS give the greatest amount of heat from the least amount of coal, and that they warm the rooms uniformly all over—the floor as well as the ceiling, your back as well as your face and hands—we refer you to our fifty or more customers in this city who have them in use. Names are as follows:

(NAMES)

This one is much better:

WE REFER TO OUR CUSTOMERS

—fifty or more right in this city. They will tell you that our claims for

GLOBE HEATERS

are absolutely true, and based on actual performance.

Our claims are that Globe Heaters give the greatest amount of heat from the least amount of coal, and that they warm the rooms uniformly all over—the floor as well as the ceiling, your back as well as your face and hands.

Here are the names. Go and ask them:

(NAMES)

Does advertising pay? Ask the firm who has run its ad. for years without changing copy. The advertisement reads somethig like this:

N. Ails H. Ammer

AILS & AMMER

GENERAL HARDWARE

Satisfaction guaranteed or Money Refunded

East Side Public Square

One member of the firm will tell you no, and disclaim responsibility for such an extravagant waste of money by blaming his partner. The latter will tell you that the editor is a mighty nice man, and needs encouragement, anyway.

If advertising was nothing more than a third-rate philanthropy conducted for the benefit of struggling publishers, it would long ago have become systematically organized under one general head, and collections would be made by volunteers wearing poke bonnets and shaking tambourines under your nose. Advertising is more than that, but Ails & Ammer will never realize it.

Next to this class of advertisement comes the general, all-around interchangable ad. which can be made to fit any season of the year by altering about six words, and can be written by the junior clerk. All he would have to do would be to frighten the cat good and hard, and then write down the articles she knocked off the shelves and counters, in the following manner:

RAT TRAPS
SHOT GUNS
CAMP SUPPLIES
GARDEN HOSE
TINWARE
ALSO HARDWARE

CHUTE & MISSEM

What would you think of a salesman who would call on a selected list of a few thousand customers, actual and prospective, and say only "Rat Traps, Shot Guns, Camp Supplies, Garden Hose, Tinware, etc.?" You would not have a very good opinion of him. Neither would we. We have no better opinion of the advertisement that says no more than this.

Here are six points. If you cannot be original, fol-

*Mr. Bradford, an advertising expert of high standing and long experience, will make free and valuable criticism on our readers' local advertising. Send samples and necessary information to HARDWARE PUBLISHING CO., marked "Advertising for Criticism." Reply will be sent immediately.

low them blindly, and you will at least produce advertising which will have good results.

1. Make your head-line large, and an important part of the claims which follow.

2. Make claims for your goods, and do it at the top of the ad, before price is mentioned, if it is mentioned at all. Tell about the good points of the things you have to sell. Back these claims up in your store, and see that your clerks are instructed each day as to what you are advertising and what you are claiming.

3. Use cuts of the goods if possible.

4. Do not try to put every line in large type. The display lines should be in the minority.

5. Do not use repetition of claims, and keep your firm name smaller than the goods you are advertising.

6. Be bold and explicit, and do not use old, hackneyed phrases.

The local merchant should insist on being given a good position in his paper. The newspaper people will try and discourage preferred positions to their utmost. But just take notice that the agency advertising (goods of well-known manufacture) get these preferred positions because they insist upon them. It is probable that you are paying as much per inch as the advertising agency is, and if so you are entitled to equal consideration. Do not allow your advertising to be chucked off in an obscure corner of your local paper.



A HARDWARE BOOTH BY WALTER K. MORSS FOR HANSCOM HARDWARE COMPANY, HAVERHILL, MASS.

Reproduced by Courtesy of the *Merchants' Record and Show Window*

The Memphis, Tenn., Hardware Association gave one of their semi-monthly suppers at South Memphis, on August 3.

The Hardware Publishing Company needs several enthusiastic young men to travel in its interests. Previous experience in the Hardware store is necessary to qualify. Salary and expenses will be paid from the start. Write us, stating all details regarding experience and present position.

REVIEW OF THE MARKETS

WIRE NAILS: The demand is so strong that it nearly meets the ability of the mills to supply, although the steel market is easier. The mills are kept busy with new business and specifications on contract orders. Deliveries are still far from prompt, although cars are being furnished by the railroads in greater numbers. The volume of contracts being made for future delivery is large. The market is steady. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers $2.00
Carload lots to retailers 2.05

New York.—Considering the season, the demand is unusually good, the jobbers finding it difficult to receive prompt shipments from the mills. Prices are as a rule maintained, although some Hardware jobbers are selling Nails below regular quotations. Jobbers' quotations in New York are as follows:

To retailers, carloads on dock.....$2.19
Less than carloads on dock..... 2.33
Small lots at store 2.30

CUT NAILS: Shipments from the mills are more prompt on account of a larger quantity of steel being available as well as a greater number of cars at their disposal. Jobbers who bought Nails at lower quotations than at present prevailing are in a position to shade prices. The recent advance in prices is reported as being generally maintained at the mills. Quotations are as follows, f.o.b. Pittsburgh:

Carload lots to jobbers $2.10
Less than carloads to jobbers..... 2.15
Less than carloads to retailers..... 2.25

Iron Cut Nails at points west of and including Buffalo and Pittsburgh are held at 10 cents advance on Steel Cut Nails.

New York.—The demand is moderate at this season, prices being generally held to except as a few Hardware jobbers sometimes cut prices. Jobbers' quotations are on the basis of $2.30 for small lots at store.

BARB WIRE: Specifications on old contracts are being received freely, which keeps the mills steadily employed. New business, although light, is in larger proportions than is to be expected at this season. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galvanized.
Jobbers, carload lots.....	$2.15	$2.45
Retailers, carload lots	2.20	2.50
Retailers, less than carload lots.....	2.30	2.60

SMOOTH FENCE WIRE: The heavy demand keeps the mills running to the limit of their ability to supply. This is accounted for by the large volume of new business and the numerous specifications on old contracts. Prices are steady. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads $1.85
Retailers, carloads 1.90

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

ROPE: The demand keeps up in rather a small way, orders generally being for smaller lots usual at this season. The lack of demand and low price of Manila Fiber are causing large buyers of Rope to purchase conservatively instead of car lots. Quotations are as follows: Pure Manila, 12½ to 12¼ cents; B quality, 11½ to 11¾ cents. Pure Sisal, 9 cents, lower grades Sisal, 7¾ to 8 cents; No. 1 Jute, ¼ in. and up, 9 cents; No. 2 Jute, 8½ cents.

LINSEED OIL: The following prices are quoted on "City" Raw Oil by the Dean Linseed Oil Co.:

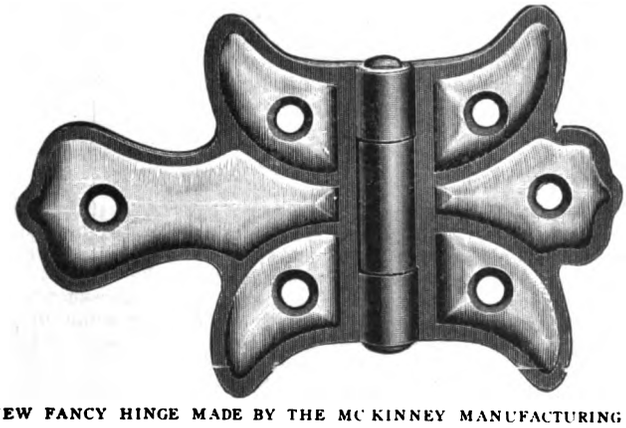
In lots of less than five barrels.....44 cents per gallon.
In lots of five barrels or more.....43 cents per gallon.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.
Calcutta Oil .....70 cents per gallon.

A NEW McKINNEY HINGE

The McKinney Manufacturing Company, Pittsburgh, Pa., have added to their line a fancy hinge in the different sizes, as shown by the accompanying illustration. The design of the hinge is very neat and attractive, and in workmanship and finish is in every way up to the standard of the other well-known goods of their manufacture.



NEW FANCY HINGE MADE BY THE MCKINNEY MANUFACTURING CO.

Beginning August 1, 1907, Messrs. John H. Graham & Co., of 113 Chambers Street, New York City, assumed exclusive sales agency for Griffin hack saw blades, etc. These well-known saw blades are manufactured by G. W. Griffin & Co., of Franklin Falls, N. H., and are well and favorably known in the Hardware trade, having been on the market for many years. Graham & Co. will in the future make all quotations, receive orders, bill the goods and make collections.

LEGAL CORRESPONDENCE

ANY SUBSCRIBER TO "HARDWARE" IS PRIVILEGED TO ASK ANY LEGAL QUESTION HE PLEASES IN THIS DEPARTMENT AND IT WILL BE ANSWERED FREE OF CHARGE. ADDRESS ALL COMMUNICATIONS TO LAW EDITOR "HARDWARE," 415 PRODUCE EXCHANGE, NEW YORK CITY.

MUST COMPLETE THE ORDER

QUESTION—Will you please answer the following through the columns of your paper: "A" gives "B" an order for a bill of goods, containing two items. The first item is for a stated amount, immediate shipment. The second item reads, "Balance of old contract for———, good for 1907." "B" accepts this order and ships the first item, also a portion of the second item. It now happens that the manufacture of the second item has been discontinued and "B" refuses to make up the balance of the order. Can "A" compel "B" to furnish the balance due?

REPLY—If "B" accepted the order and shipped part of the goods, it is too late for him to refuse to complete the order. The fact that the manufacture of the second item has been discontinued does not excuse him. There was a valid contract, and "B" must perform it or pay damages. "A" may offer to pay for the balance of the goods and demand their delivery, and if "B" then fails or refuses to deliver them, "A" may recover whatever damage he has sustained.

WITH THE ASSOCIATIONS

MICHIGAN HARDWARE CONVENTION

The thirteenth annual convention of the Michigan Retail Hardware Association was held at the Cadillac Hotel, Detroit, on August 13, 14 and 15. Out of a total membership of 700 nearly 500 were present. During the past year the Association has added ninety-one new names to its membership, in addition to which thirty-five were received at the convention. This speaks remarkably well for the Michigan Association and the executive members who have control of its affairs.

The attendance at this convention was greater than at any previous one, and much enthusiasm was shown by the members in the work of the Association, notwithstanding the many tempting attractions which invited them to recreation and pleasure during their stay. Representatives from the National and many State associations were present.

The meeting was called to order on Wednesday, August 14, Mayor Thompson in a fitting speech making the Hardware visitors welcome to the city. President E. B. Standart responded to this address. The convention committees were then announced, and after the reading of the minutes the president delivered his annual address, in which, after extending greetings to the convention, he briefly reviewed the work of the year. Mr. Standart explained that not many addresses were on the programme, those charged with the preparation of it feeling that more time than usual might profitably be given to discussion of questions brought up through the medium of the Question Box. He suggested that it might be well for the association occasionally to meet in other cities than Detroit, such as Saginaw or Grand Rapids, so that members in the western part of the State would not have so far to come. Mr. Standart also paid a warm tribute to the splendid services of Mr. Scott as secretary.



ARTHUR J. SCOTT
Secretary, Michigan Retail Hardware Association

TREASURER'S REPORT

The treasurer's report, presented by H. C. Weber, Detroit, discloses a credit balance in the treasury highly gratifying to the association. The receipts for the year were shown to be $4,273.65, which with the balance of $1,821.39 on hand at last report, made a total of $6,095.04. Expenditures for the year were $3,548.21, leaving in the treasury a surplus of $2,546.83. Nearly $500 will be added to this sum from programme receipts, which will make the treasury balance in excess of $3,000.

SECRETARY A. J. SCOTT'S REPORT

The secretary's report reflected not only a marked spirit of progression on the part of the association as a whole, but it also bore unmistakable evidence of the able and painstaking management that has characterized the work of Mr. Scott. In part the report was as follows:

The past year has been a most satisfactory one for the Michigan Association, looking at the matter from every standpoint. To be sure we have seen years when a larger number of new members has been added, but the fact must be taken into consideration that we now have upon our membership list the majority of the Hardware dealers in the State, and the material from which we must select our new members is becoming more limited every year.

CATALOGUE HOUSES

In referring to the catalogue-house question, it is difficult to sum up briefly the progress which has been made toward minimizing this class of competition. Those who make it a point to secure the latest catalogues have probably noticed that one of the largest firms has taken Hardware entirely out of its catalogues and publishes its Hardware quotations in an entirely different book. The latter is not sent out except on special request, and we have every reason to feel gratified at this change of policy.

A careful investigation of any one of the large Hardware mail-order catalogues also develops the fact that the number of factory brands quoted therein is steadily decreasing, and the firms in the mail-order business are being compelled each year to depend more and more upon securing their own brands and building up a demand through their own efforts instead of reaping the benefit of the work of the retail dealer.

Incidentally, it might be mentioned that one of the largest firms is now making a charge for its catalogues, although the amount paid is applied on future purchases of goods. Innumerable incidents and facts might be mentioned to show that we are gaining ground in our fight against the mail-order business, but there is still an enormous amount of work to be done.

PUBLICITY ADVERTISING

The questions of publicity advertising and so-called substituting, to which many of the popular magazines have been devoting so much space during the past year, were given a great deal of attention at the Boston meetings, and I hope that at this session our members will give expression to their feelings on these important topics.

PARCELS POST

The parcels post bill has again, temporarily at least, been defeated through the continued steady opposition of organized merchants, but already we can see signs of another attempt to saddle this iniquitous piece of legislation upon the people of the country at the next session of Congress. The persistency of those who favor it must be met with equal persistence on our part, and we must be prepared for a repetition of the campaign which we have carried on so successfully for several years. Over confidence has lost many a battle, and we are not going to be caught in this way.

E. W. Heath, of the Heath & Milligan Manufacturing Company, Chicago, in response to an invitation, read a paper on "Paint Legislation." Mr. Heath is chairman of the legislative committee of the Paint Manufacturers' Association of the United

States, and his remarks showed him to be thoroughly posted on the subject, and eminently fitted to impart great interest to his paper. He was greeted with an enthusiastic demonstration of approval at the conclusion of his address. Selections from his paper are as follows:

Active paint legislation started with the passage of a law by the North Dakota Legislature, approved March 6, 1905. After a few hours' consideration, this Legislature passed an act which undertakes to prescribe the way in which the best mixed paints should be made. The committee to which the bill was referred, and upon whose report it was passed, did not contain any member who professed to know anything of the complex science of paint making; nor was there probably among the members of the Legislature a single individual who understood the scientific principles underlying the manufacture of good paint; nor so far as can be learned did the Legislature undertake to get light upon this difficult subject from anyone with practical experience in the manufacture of paint.—and yet this Legislature, with an utter lack of understanding of the entire subject, assumed in a few hours to do what the most enlightened and progressive paint manufacturers have striven for fifty years to accomplish; that is, to determine how the best paint could be made.

In the opinion of paint manufacturers, this law is vicious in prineiple, in that it is framed upon discarded and obsolete ideas and is ambiguous on account of the misuse of terms

MISCHIEVOUS DISCRIMINATION

In substance, the act provides that a paint manufacturer who makes his paint out of linseed oil, carbonate of lead, oxide of zinc, turpentine, japan and pure colors—can sell in the State of North Dakota without any restriction or penalty whatever. On the other hand, one who uses in his mixed paint any other than the above mentioned ingredients is guilty of a misdemeanor, and punishable with a fine and imprisonment, unless he puts a label upon the can showing the true percentage of each and every ingredient other than those designated.

The title of the act is, "An Act to Prevent Adulteration and Deception in the Sale of White Lead and Mixed Paint." The inference to be drawn from the statute is—that, in the opinion of the Legislature, the enumerated ingredients are the best ingredients, and hence a paint made from these ingredients alone need not be labeled, but if any other ingredient is used it is an adulterant and the ingredients and percentages used must show on the label—in order to prevent deception. In other words, the Legislature has made the label a badge of inferiority and adulteration.

If, therefore, the Legislature has, though with the best intentions, made an arbitrary and unscientific selection of ingredients, and if in consequence a paint made from the prescribed ingredients may be in fact a very poor paint, while a paint made with other ingredients may be just as good as, or better than, any paint which can be made from the prescribed ingredients used alone, the paint manufacturer owes a duty to the people and to himself to show them that in buying a paint they should not be guided by the presence or the absence of a statutory label.

A JUST LAW SHOULD PROTECT ALIKE

the rights of the manufacturer, the dealer and the consumer, and to be equitable, reasonable and enforcible its provisions should be such that it will not, as is the case with the law referred to practically bar out a large variety of paints.

The paint manufacturers, whose wares have justly acquired a great reputation and a wide sale as the result of their intrinsic worth, wish it to be distinctly understood that they are as anxious as any consumer of paint can possibly be to have the market rid of any spurious paint which is not what it is represented to be. There doubtless are paints which can properly be called adulterated, and with such the reputable paint manufacturers have no sympathy. If such paints are sold at a price out of proportion to their value—that is, if a man pays a first-class price and gets a second-class paint—the buyer has been imposed upon. The reputable paint manufacturers themselves suffer to a great degree from the unfair competition of such unscrupulous manufacturers. This, however, is not a failing of the paint trade in particular, but is the same unfortunate trait of human nature disclosed in every line of business.

THE PAINT MANUFACTURERS OF REPUTE

in this country have expended millions of dollars in the perfection of formulas and have brought their product to a high state of efficiency and merit. On this merit and the results obtained by the use of their paint these manufacturers have built up an enviable reputation.

They are not complaining because their industry has been selected for the purpose of legislation. Their objection is to the character of the legislation itself. The purpose of the legislation is entirely commendable and the paint manufacturers desire to see such purpose accomplished, but the only legislation by which it can be accomplished is intelligent legislation.

ABUSE OF THE WORD "PURE"

The term "pure paint" implies a standard. The term "pure" is misapplied, if used to designate any article except one which has a natural standard—such as milk, butter and similar food products—or which consists of a single element—such as gold, silver, etc.,—but to describe any kind of paint as "pure" is as absurd as to talk about pure watches, pure pianos or pure umbrellas. The fallacy involved is that the term "purity" is used instead of "efficiency." Paint being a manufactured composite mixture, the paint is the most efficient which accomplishes to the greatest degree and for the greatest length of time the purposes of paint.

The only standard for paint is "efficiency," and to describe it as "purity" is to borrow a phrase from pure-food legislation which has no proper application to paint.

The North Dakota statute is, therefore, vicious, in that it undertakes impliedly to set up a legislative standard of so-called purity. Furthermore, the standard set up fails to recognize an entire generation of advance in the technology of paint making.

JOINT CONFERENCE BILL

For these reasons the Legislative Committee of the Paint Manufacturers' Association has been devoting a great deal of time and effort to prevent the passage by any other State of the



HENRY C. WEBER
Ex-Treasurer, Michigan Retail Hardware Association

arbitrary and discriminating paint law of North Dakota. It has been urging the passage of its own bill, which, if enacted into law, gives the people what they are demanding and at the same time treats all manufacturers equally.

BILLS IN DIFFERENT STATES

This committee has been giving the question of all kinds of legislation the very closest study for the past eighteen months. Its representatives have appeared before the committees of the legislatures of all the States which have introduced paint bills this year, in the effort to secure uniformity and comprehensive legislation, where legislation was demanded.

Between the middle of January and the middle of February one or more paint bills were introduced in each of the following States: Alabama, Texas, South Dakota, Iowa, West Virginia, California, Kansas, Indiana, North Carolina, Minnesota, Wisconsin, Idaho, Pennsylvania, Illinois and Missouri. In June a

bill, modeled upon the North Dakota law, was introduced in the New York Legislature.

In all, sixteen States introduced a total of forty-six paint bills. The North Dakota law was the substance in one or more bills introduced in each of eleven States and in Congress. In some States as many as three different forms of the North Dakota law appeared.

Charles G. Field, assistant manager of the National Lead Company, Chicago, followed Mr. Heath in an interesting address on "White Lead and Paint Legislation," discussing the subject from the standpoint of the white lead manufacturer. Indorsing all that had been said by Mr. Heath, he pleaded, "not for that legislation which will set white lead, zinc, barytes or any other pigment of ready mixed paint upon any pedestal, but for that legislation which shall protect the consumer against the misbranding and misstatement with reference to any of these pigments."

RETAILERS' RELATIONS WITH JOBBERS.

After hearing the reports of committees on Auditing and Credentials, which followed the call to order at Thursday's session, an excellent paper dealing with "The Relation of the Retailer to the Jobber" was read by Porter A. Wright. One of the phases of this many-sided question, which received attention in this discussion, was the importance of courteous treatment of jobbers' traveling representatives by merchants. On the other hand, it was pointed out that the jobber owes it to the retailer to protect him as fully as possible in his trade. The practice, in some instances followed by jobbers, of selling tools and other goods direct to factories was deprecated, as was also the disposition of merchants to place their orders direct with manufacturers.

W. P. Bogardus, of Mount Vernon, Ohio, who is president of the National Retail Hardware Association, next delivered an address on "Bookkeeping and Salesmanship," containing the results of his long and extensive experience.

Mr. Delamater, of Freeman, Delamater & Co., one of the committee of local Hardware jobbers selected to represent the National Hardware Association at the convention, endorsing the views of jobbing interests, spoke of the broadening influence of organization generally, and its tendency to strengthen friendship and co-operation among rivals in business, and of the strength such Associations gave in avoiding measures which were detrimental to business interests, such as the parcels post and the catalogue house question.

RESOLUTIONS

WHEREAS, We are informed through recent press dispatches that Postmaster-General Meyer has expressed himself as favorable to a reduction in the rates of postage on merchandise and is preparing to submit a recommendation along this line at the next session of Congress; and

WHEREAS, We are aware that a change of this kind, in addition to creating an enormous deficit in the Post Office Department, would be equivalent to granting a concession to a small class at the expense of the majority; therefore be it

Resolved, That we respectfully request an opportunity to present our views on this matter to the Honorable Postmaster-General before he definitely places himself on record as favoring this radical change; and, be it further

Resolved, That our Senators and Representatives in Congress be communicated with and requested to use their influence with Mr. Meyer to show him the injustice of his present attitude.

WHEREAS, Information has been received that another attempt will be made at the next session of Congress to pass the vicious measure known as the Parcels Post bill; therefore we, the Michigan Retail Hardware Association, composed of business men from all parts of the State, do most earnestly protest against its passage, believing, as we do, that said Parcels Post bill is a piece of vicious class legislation pushed in the interests of the catalogue houses to the great detriment of the legitimate retail dealers throughout the country; therefore be it

Resolved, That our Senators and Representatives from Michigan be earnestly requested to use every honorable means in their power to prevent its passage.

Resolved further, That a copy of these resolutions be forwarded to each of our Senators and Representatives and the chairmen of the Committees on Post Offices and Post Roads.

WHEREAS, Many of the leading magazines have during the past year pursued a policy of creating prejudice against the retail merchants in the minds of the consuming public through articles on the subject of so-called substituting; and

WHEREAS, Every legitimate dealer is justified in selling those lines of goods which in his opinion have merit and are of good value for the money, irrespective of whether these goods are advertised to the public or not; therefore be it

Resolved, That we condemn this tendency on the part of those magazines in misrepresenting our attitude in the above manner.

In accordance with suggestions made by the secretary in his report, the Executive Committee was, by resolution, empowered to revise the constitution and by-laws, and report the result of its labors to the succeeding convention.

ELECTION OF OFFICERS

The election of officers for the ensuing year resulted in the choice of the following officials:

PRESIDENT, C. M. Alden, Grand Rapids.
VICE-PRESIDENT, P. A. Wright, Holly.
SECRETARY, A. J. Scott, Marine City.
TREASURER, Wm. Moore, Detroit.
EXECUTIVE COMMITTEE, full term: E. B. Standart, Holland; Fred Ireland, Belding; J. M. Williams, North Adams; O. H. Gale, Albion; G. J. Frank, Bay City; to fill vacancy, one year. Fred M. Gartner, Wyandotte.

Detroit was again chosen for the place of the next meeting, notwithstanding the fact that invitations from Flint and Saginaw were sent asking for the privilege of entertaining the next annual gathering. The vote in favor of Detroit was almost unanimous.

NOTES OF THE CONVENTION

The exhibits of wares by manufacturers and jobbers in the hotel rooms and parlors were as in the past numerous and attractive. They were constantly thronged by interested visitors during the hours in which they were open.

An elaborate programme of entertainment was provided for members of the convention, their wives and visitors, which included boat and automobile rides and a trip to the Electric Park, all of which contributed in no small degree to the enjoyment of those in attendance and evinced a spirit of hospitality that makes Detroit a most popular convention city.

T. W. Reynolds, of Berrien Springs, sustained an unfortunate accident by a fall which fractured his left arm and also sprained his right wrist. This was the only regrettable incident of the meeting.

The Michigan State Telephone Co. and the Home Telephone Co. tendered all members and visitors free use of their lines for both local and long-distance calls during the meeting. The presentation of the badges was the only identification necessary, and the courtesy was highly appreciated.

Visiting retailers from other States included A. T. Stebbins, Rochester, Minn., first vice-president of the National Retail Hardware Association; C. A. Peck, Berlin, Wis., secretary of the Wisconsin State Association, and W. P. Bogardus, Mount Vernon, Ohio, ex-president of the National Association, all of whom delivered interesting addresses.

TENNESSEE ORGANIZES

About twenty-five representative retail Hardware dealers of Tennessee met at the Tulane Hotel, Nashville, on Monday, August 5, and effected a permanent organization of the Tennessee Retail Hardware Association.

The meeting was called to order by William S. Hemby, of Memphis. Mr. Hemby has been one of the prime promoters of the organization in Tennessee, Mississippi and Alabama. L. D. Love, of Nashville, was elected temporary chairman, and M. Richardson, of Lawrenceburg, was elected temporary secretary. Addresses of interest and value to the members of the association were delivered by National Secretary M. L. Corey and Robert L. Burch, of the Merchant and Manufacturer. Among the matters discussed, parcels post bill was the most prominent. The matter was referred to a committee which reported resolutions opposing the parcels post bill.

At the invitation of Mr. Dudley, on behalf of Gray & Dudley



Hardware Company, the convention adjourned to the Utopia for luncheon.

At the afternoon session a constitution was adopted and the following officers were elected for the ensuing year:

President, L. D. Love, Nashville; first vice-president, M. A. Walker, Covington; second vice-president, J. R. Fischhesser, Spring City; secretary and treasurer, M. Richardson, Lawrenceburg.

The committee on resolutions presented the following, which were adopted:

Resolved, That this association go on record as being opposed to a Domestic Parcels Post as being unwarranted class legislation calculated to centralize trade in a few hands and injure the development and enterprise of the country at large.

That inasmuch as the cost of carrying first-class postage amounts to only one-tenth the revenue derived, we therefore feel justified in asking for one-cent postage for letters.

And that the Hardware trade, generally, be requested to urge their representatives in Congress to support our views on the above questions.

That we go on record as affiliating with the National Retail Hardware Association.

ALABAMA GETS INTO LINE

A meeting of the retail Hardwaremen of Alabama was held on August 6 at the Florence Hotel, Birmingham, at which meeting the Alabama Hardware Dealers' Association was formally organized and a constitution and by-laws adopted.

Hardwaremen from every part of the State were in attendance. B. F. Luttrell of the Florala Hardware Company, of Florala, was elected temporary chairman, and L. G. Smith of Ensley, as temporary secretary. Live measures which are affecting the retail trade were briefly discussed and made a part of the work of the association for the coming year.

The following officers were elected for the ensuing term:

B. F. Luttrell, of Florala, president; J. W. Beasley, Birmingham, first vice-president; Ray McMullins, Demopolis, second vice-president; L. G. Smith, of Ensley, secretary-treasurer. The executive committee is composed of the president and two vice-presidents, with W. M. Ross, of Albertville, and J. U. Cureton, of Dothan.

The belief is expressed that within the next thirty or sixty days one hundred members will have been secured for the association. Montgomery was selected as the next meeting place and will be in the Spring.

The convention adjourned after deciding to hold the convention in Nashville again next year. The date will be fixed by the executive committee.

The convention was widely attended by the Hardware merchants of the State and much enthusiasm manifested.

ORGANIZATION OF MISSISSIPPI RETAILERS

Through the efforts of Mr. W. S. Hemby, of Memphis, Tenn., and Mr. M. L. Corey, of Argos, Ind., secretary of the National Hardware Association, the Mississippi Retail Hardware Association was organized at Winona, Miss., on August 8, with twenty-five members present. The following officers were elected for the ensuing year: President, P. E. Pegues, of Winona; first vice-president, D. H. Hale, of Aberdeen; second vice-president, Mallory Davis, of Itta Bena; secretary and treasurer, Jno. E. Sommers, of Clarksdale.

Among the resolutions submitted by the committee and passed at the meeting were the following:

Resolved, That we go on record as opposing a domestic parcels post, and urge all merchants in this State to join us in defeating such injurious class legislation.

Resolved, That we indorse and earnestly recommend that postage on letters be reduced to one cent, as this measure would benefit all people alike and is justified by the cost of carrying this class of mail.

Resolved, That we invite and urge all Hardware dealers to join the Retail Association of Mississippi.

Resolved, That this Association declare its affiliation with the National Retail Hardware Association.

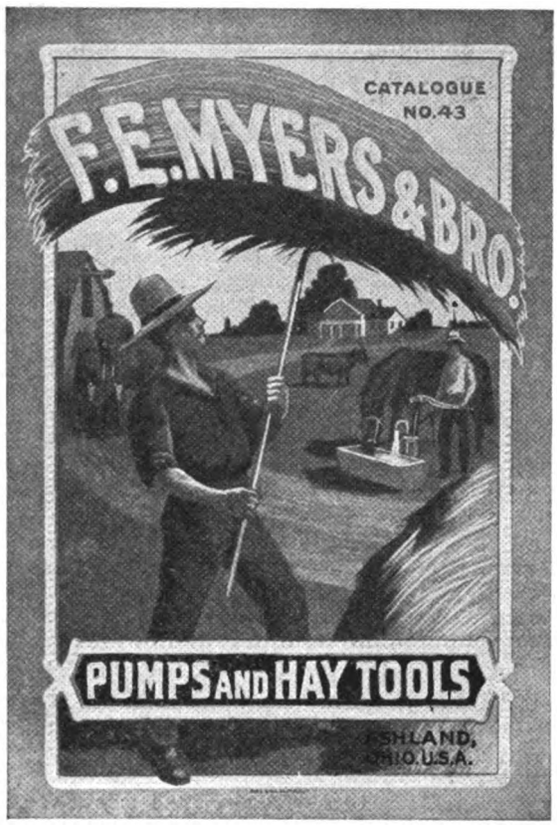
Greenwood, Miss., was selected for the next annual meeting on the second Monday in May.



REVIEW OF RECENT TRADE PUBLICATIONS

A four-page folder from the Charles Parker Company, Meriden, Conn., and 32 Warren Street, New York, entitled "Work On Our Combination," gives sizes and prices on the Parker pipe vises. Size 5½ by 8½ inches.

The 1907-1908 ice skate catalogue of Barney & Berry, Springfield, Mass., is fully illustrated with half-tone cuts of all skates and parts, and includes prices. Instructions are given how to



construct and maintain a private rink. Hockey rules which govern the game in the principal leagues of this country and Canada are also given. Size 4¼ by 6½ inches, with cover attractively printed in three colors.

Eight-page catalogue of toggle bolts from the Steward & Romaine Manufacturing Company, 124 N. 6th Street, Philadelphia, illustrated with their different patterns. Size 3½ by 6¼ inches.

Goodell Company, Antrim, N. H., have issued an eight-page folder entitled "Time and Labor Savers for Hotels and Restaurants." It displays their line of bread crumbers, vegetable mashers, apple parers and corers, etc., for both hand and mechanical power. Size 3½ by 6 inches.

The twelve-page catalogue of the American Spiral Spring & Manufacturing Company, Pittsburgh, Pa., is neatly printed and illustrated. Size 6¼ by 3½ inches, with red cover. A table shows the comparative sizes of wire gauze in decimals of an inch, using the different standards.

Supplement to catalogue No. 2 of the Parker Wire Goods Company, Worcester, Mass., shows recent additions to their line. It consists of 20 pages, size 7¾ by 10¾ inches, is illustrated, and contains all prices and sizes.

To use a comprehensive term, the catalogue of the Western Clock Manufacturing Company, La Salle, Ill., is decidedly elegant. It bears the well-known imprint of Rogers & Co. The illustrations are very profuse, and are done in the excellent manner for which the Rogers people are famous. It is printed on fine heavy enameled paper, in two colors throughout, and the typographical style is beautiful. Overlapping cover printed in brown and gold, and embossed. Size 9¼ by 12¼ inches.

F. E. Myers & Bro., Ashland, Ohio, have issued their catalogue No. 43, cover of which is shown. They are sending it to a list of over 20,000 dealers handling the Myers pumps, hay tools, barn door hangers, etc. The catalogue consists of 363 pages, 6 by 9 inches, is sewed to open flat, and the cover is printed in orange, black and gold. It is profusely illustrated, and the descriptions and prices are very complete, giving all the information about the goods listed that one could wish for. This is one of the most interesting catalogues we have had the privilege of reviewing for some time.

Pelouze Scale and Manufacturing Company, 118-132 W. Jackson Boulevard, Chicago. Catalogue H., illustrating and describing the Pelouze postal, hanging, counter, computing, confectionery scales, spring balances, etc. Catalogue contains 52 pages, 3⅜ by 6¼ inches, well printed on heavy coated paper, in two colors. Cover is red leatherette, printed in gold. Very attractive and neat.

Studebaker Brothers Manufacturing Company, South Bend, Ind. Handsomely printed folder, 4⅛ by 8⅝ inches, distributed at their exhibit at the Jamestown Exposition. The cover (see illustration) was designed by Winchell, of New York, and is



printed in yellow, green and black. The first four pages contain a description of historic Jamestown, illustrated by fourteen views, showing points of interest. On the fifth page is a map, showing in colors that portion of Virginia in the immediate vi-

ARTICLES IN THE NEW GERMAN TARIFF ON WHICH NO CONCESSIONS WERE MADE TO THE UNITED STATES

In response to numerous inquiries as to what articles are not included in the concessions made in the late Commercial Agreement with the United States, we give a complete and corrected list of such articles:

White lead, mineral colors, grindstones (excepting carborundum), earthenware, glassware (painted, gilt or silvered), glass (opalescent), glass and enamel articles, malleable cast iron, same (worked), vises, anchors, scythes and sickles, files, drills, broaches, gimlets, etc.; railway and carriage springs, enameled kitchenware, coarse wares of copper, cast brass or silvered metal; ornaments and decorations of base metal or alloys thereof, sewing machines, bicycles, and bicycle parts of metal.

CHINESE LABORERS IN MONTREAL

Consul-General Church Howe advises that since the adoption of the present Chinese immigration act in January, 1904, providing for a poll tax of $500 on every Chinese laborer who enters Canada, only forty Chinamen have been added to the population of Montreal, adding $20,000 to the revenue of the Dominion government. There are now 1,700 Chinamen in the local colony at Montreal and with a tax of $500 a head on laborers its growth is practically prohibited.

It is going to take more than the pessimistic wailings of disgruntled financiers and stock jugglers to shake the foundations of legitimate buying, selling and manufacturing. The real backbone of the industrial world as represented by honest capitalization is coming to hate Wall Street more and more, as well as the many watered interests which it represents.

WANTED—Young men who have had experience in Hardware stores, to travel. Salary and expenses. Address, stating all details,

HARDWARE PUBLISHING CO.,
415 Produce Exchange,
N. Y. City.



The Cook Swears
by the
Holt Dover Egg Beater



because it beats eggs in
TWENTY SECONDS

and does it better than the ordinary Egg Beater, which takes at least four times as long (usually more.
One-fourth the revolutions.
One-tenth the effort.
Send for our catalog, describing also our "CLEANER" CARPET BEATER—another great seller.

HOLT-LYON CO., Tarrytown-on-Hudson, N. Y.

"NEVERSLIP ANCHOR WEDGE"



Example of Old Style Wedging.

SEE THE POINT?

It matters not whether the handle is old and shrunken, or new and green, the "NEVERSLIP" will make it as secure as if it were part of the head itself—virtually one piece with the metal.

Tools with a firm handle perform their work better, last longer and give better satisfaction.

Used by many of the largest hammer and hatchet manufacturers.

Anchors firmly at any point it stops.

Made in many sizes.

Send for terms and prices.

The Wedge that Stands the Wear and Tear of Time.

NEVERSLIP ANCHOR WEDGE CO.
AUBURN, N.Y.

cinity of Jamestown, and a complete plan of the Exposition grounds, appears on the sixth page. The balance of the folder is devoted to a short description of the various vehicles built by the Studebaker Company, illustrated with reproductions of representative vehicles in each class. This is an elegant and entertaining piece of advertising, and must have good results. The only criticism to offer is the fact that addresses of the company have been totally ignored, and even their factory address must be searched for in the body of the reading matter.

A careful study of home needs lies behind the little book, "The Enterprising Housekeeper," illustrated herewith. It has recently been issued by the Enterprise Manufacturing Company of Pa., Philadelphia, and already 3,000,000 copies have been sent out, by mail and through the Hardware dealer. The sixth edition of this book, revised and improved, is now being distributed. It includes a lot of famous old recipes which all housekeepers value because of their simplicity, economy and goodness, and also a selected collection of newer recipes, all tested and proved right. It contains in addition descriptions of the household Enterprise meat and food choppers, sausage stuffers and lard presses, coffee mills, fruit wine and jelly presses, sad irons, etc. Dealers who desire a supply imprinted with his business card should communicate with the advertising department of the Enterprise Manufacturing Company of Pa.



The Racine Malleable & Wrought Iron Company, Racine, Wis., have sent their catalogue and price list No. 5, consisting of 40 pages and cover. Size 5¾ by 8½ inches. Their entire line of steel wagon Hardware, ironed wagon neckyokes, single trees and eveners is listed, and illustrated by means of wood-cuts.

A vise catalogue received from the Rock Island Tool Company, Rock Island, Ill., is a fine example of typographical style. It contains 24 pages and cover, size 6 by 9 inches, and printed in two colors throughout. The book contains illustrations of each style of vise as well as repair parts therefor. These cuts were all made from carefully retouched photographs and are excellently done. Their effect is partially lost by printing them on a medium grade of book-paper. Half-tones of this character should be used only upon enameled paper having a fine surface. The general effect of the catalogue, however, is high grade.

Bridge & Beach Manufacturing Company, 503 South First Street, St. Louis, Mo., have issued what they term their St. Louis Price List. It is a book 6¼ by 9 inches, consisting of 141 pages and substantially bound in cloth sewed for flat opening with overlapping and embossed cover. Half-tones and wood-cuts illustrate all the different patterns of stoves and accessories of their manufacture. Complete prices, code words and information are contained therein.

An attractive catalogue from the Blacklock Foundry, South Pittsburgh, Tenn., containing 28 pages and cover, illustrates and describes their line of sad irons, country and stove hollow ware, sugar kettles, English pots, cast iron shoe lasts and stands, kitchen and corner sinks, grates, etc. Half-tone illustrations are used, and the cover is printed in two colors, embossed and covered with a fancy tissue paper. The book is sewed with red silk cord, which adds to its attractiveness. Size 6 by 9 inches.

John N. Hager, Fort Atkinson, Wis. Illustrated catalogue of brackets for displaying rakes, hoes, pitch-forks, shovels, etc., in the Hardware store. These brackets are designed to allow a full stock of steel goods to be kept in the least amount of room. Illustrations showing the application of the brackets are contained therein. Size 3½ by 6¼ inches.

NEWS OF THE DEALERS

NEW STORES, INCORPORATIONS, Etc.

Benson, N. C.—A charter has been granted to the Hall Hardware Company, of Benson, the object of which corporation is to do a general mercantile business, making Hardware a specialty. The authorized capital stock is $25,000.

Boston, Mass.—The M. D. Jones Co., Hardware, etc.; capital, $5,000. President, Melville D. Jones, Somerville; treasurer, same as above.

Casselton, N. D.—The Crescent Hardware Co. has been incorporated with a capital stock of $15,000.

Crawfordsville, Ind.—The Crawfordsville Hardware Co. has been incorporated with $18,000 capital stock.

Duluth, Minn.—Articles of incorporation have been filed by the Rawson Hardware Company, to engage in the wholesale and retail Hardware business, with headquarters at Duluth, but with a branch at Williston, N. D. The incorporators are: M. J. Luby, Oscar Mitchell and A. C. Gillette, all of Duluth. The capital stock is $50,000.

Eunice, La.—The Eunice Hardware and Implement Company, Ltd., is a new organization just chartered. J. Frankel, of Crowley, is president; George Guillet, vice-president and manager; Louis Mayer, secretary and treasurer. The company is having a large building put up on First Street, between Park Avenue and Walnut Street.

Fort Morgan, Colo.—The Clatworthy Hardware Company; W. H. Nate and Harry W. Clatworthy, capital, $40,000.

Jena, La.—The Merchants and Farmers' Hardware and Furniture Company, Limited, has been organized, with S. B. Hanes, president; M. U. Walker, vice-president; Hugh Hamilton, secretary, and J. M. Wright, W. D. Boddie, J. H. Bradford and W. R. Coleman, directors. The capital stock is $10,000. They expect to begin business as soon as suitable buildings can be provided.

Murphysboro, Ill.—Ogden-Hamlet Company, capital, $2,000; deal in Hardware. Incorporators—Roy Ogden, Philip Hamlet, A. W. Weldon.

Newport News, Va.—The Corporation Commission has issued a charter to the Gammel Hardware and Crockery Company. S.



SAY GOOD-BYE TO THE GRINDSTONE

UNIVERSAL HACK SAWS

are to the mechanic as reliable as his micrometer.

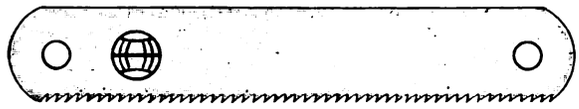
They are the standard by which the good and bad qualities of all other Hack Saws are measured.

Their use gives a sense of satisfaction because of their fine cutting qualities, and a sense of security because the user knows that Universal Blades need not be favored.

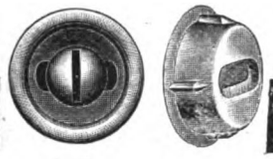
Your name and address on a postal will secure you samples and prices.

Give the samples to your customers to be severely tested.

The prices, you will discover, are no higher than asked for poor quality goods.



WEST HAVEN MFG. CO.
NEW HAVEN, CONN.



ATENTED

Ives Patent Window Stop Adjuster

PR EVENTS DRAFTS, DUST AND WINDOW RATTLING

Made from one piece of metal with solid ribs and heavy bed that will no cup, turn or be id in t ghtening the scre w.
Send for free 50 page catalog of our WINDOW HARDWARE SPECIALTIES.

THE H. B. IVES CO.
New Haven, Conn.



The competent mechanic should have a

WILKINSON DRAW KNIFE

It folds into a compact space occupying but little room in the tool kit. Joints are closely fitted and do not loosen with use. Materials are A-1 in every respect.

THE HANDIEST AND MOST PRACTICAL TOOL MADE

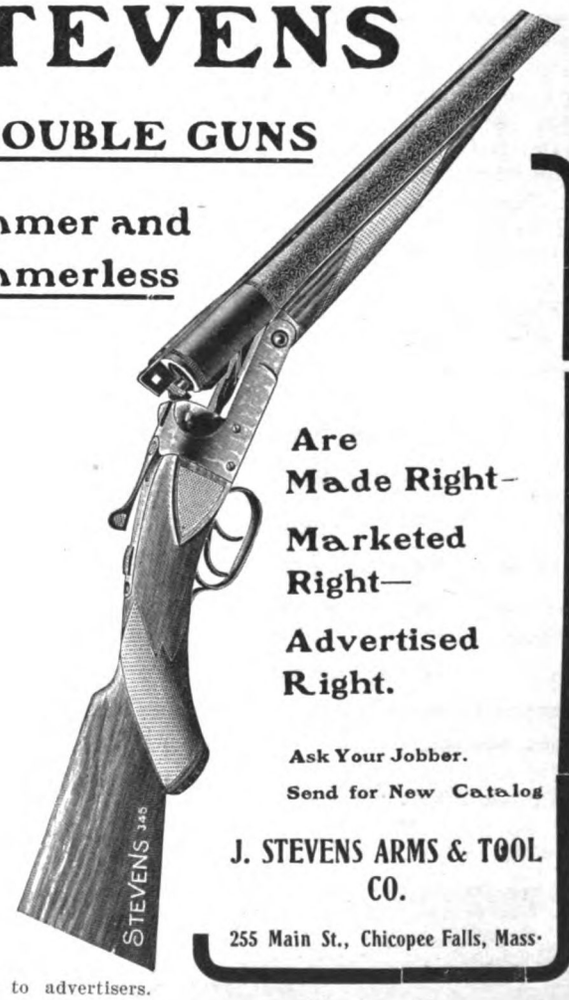
All Hardware Dealers should carry the Wilkinson Draw Knife in stock.
Send for prices—THEY ARE RIGHT.

A. J. WILKINSON & CO.
180-88 Washington St., Boston, Mass.

STEVENS

DOUBLE GUNS

Hammer and Hammerless



Are Made Right—

Marketed Right—

Advertised Right.

Ask Your Jobber.

Send for New Catalog

J. STEVENS ARMS & TOOL CO.

255 Main St., Chicopee Falls, Mass.

J. Gammel, president; M. J. Gammel, vice-president; J. H. Cosby, secretary and treasurer, all of Newport News. Capital: Maximum, $10,000; minimum, $5,000.

Reading, Pa.—Joseph I. Gossler has opened a Hardware, stove and furnace store at the southeast corner of Schuylkill Avenue and Douglass Street.

Red Bank, N. J.—Jacob Stier's new store on Monmouth Street, adjoining the Knickerbocker building, has been rented to Howard F. Egbert and W. Norcross of Point Pleasant, who will conduct a Hardware business.

Rocky Comfort, Mo.—The Patterson Hardware Co. has been incorporated.

Rosalia, Wash.—D. F. Anderson & Co. have incorporated their Hardware business with a capital stock of $20,000.

Springfield, Mo.—The Rogers & Baldwin Hardware Co. has been incorporated with a capital stock of $175,000.

Victoria, Va.—Victoria Hardware and Furniture Company. W. S. Thomas, president, Lawrenceville, Va.; W. C. Lucy, secretary, Victoria, Va.; A. E. Thomas, Lawrenceville, Va. Capital stock, $5,000 to $25,000.

Waco, Tex.—Jackson Hardware and Buggy Company, capital stock, $15,000. The incorporators are, S. B. Jackson, Allan D. Sanford and J. A. Jackson.

CHANGES AND IMPROVEMENTS

Aurora, Kans.—Crosselin & DeMars have been succeeded in the Hardware business by DeMars & Letourneau.

Binger, Okla.—The Bales & Winchell Mercantile Co. has sold out its Hardware stock.

Bronte, Tex.—White, Bird & Pearce have been succeeded in the Hardware business by W. H. White.

Cainesville, Mo.—S. H. Frazier has succeeded to the Hardware business of Hall, Smith & Co.

Colfax, Wash.—The Erickson & Son stock of Hardware has been sold to Simon Drifus.

Delaware, Ohio.—The name of The Bell-Marriott Hardware Company has been changed to that of The Buckeye Hardware and Iron Company. This change in name was made necessary on account of the withdrawal of Edwin L. Bell from the company, whose interest has been taken over by John Schaaf, who now holds a one-third interest in the capital stock of the company.

Des Moines, Iowa.—The Bolton Hardware store at 524 East Locust Street has been sold to H. F. Liedsle of Sioux Falls, S. D. The new proprietor is expected here soon to take charge of the business.

Dunellen, N. J.—John P. Fenner has purchased the Hardware store of W. L. Larrabee.

Elm Creek, Neb.—C. T. Masten & Co. have purchased the stock of Hardware, etc., of C. D. Ferris & Son.

W. C. BROWN, VICE PRESIDENT. J. A. BUCHANAN, SEC'Y & TREAS.

Bodcaw Lumber Company,

MANUFACTURERS OF

Band and Gang Sawed Yellow Pine Lumber.

DAILY CAPACITY 250,000 FEET.

STAMPS, ARK. Feb. 19th. 1906.

Walter A. Zelnicker Supply Co.,

St. Louis, Mo.

Gentlemen:-

Answering your letter of the 17th. instant:

We are well pleased with the white crayons which we recently bought from you.

Yours truly,

BODCAW LUMBER CO.,

By Alonzo

Ferndale, Wash.—A. A. Baker has sold his Hardware store to James Sworklund & Son.

Fort Smith, Ark.—R. A. Hambric has completed the transfer of his stock of Hardware from his old stand on Garrison Avenue to the Chauncy building on North Seventh Street. The new quarters are far more spacious than the old ones and will permit a great increase of the stock and the displaying of it to better advantage. The new store is equipped with all the modern improvements.

Frankfort, Kans.—Jackson & Earl have purchased the Hardware business of W. A. Brobt.

Harrisonville, Mo.—Burch Bros. have purchased the business of the Deacon Hardware & Mercantile Co.

Joseph, Ore.—The Joseph Mercantile Co. has succeeded to the Hardware business of H. D. Akins.

La Crosse, Wis.—The Fred Kroner Hardware Company has filed an amendment to its articles of incorporation decreasing the number of its directors from five to four, and increasing the scope of its business; John C. Kroner is president of the company and Frederick Kroner secretary.

Lorain, Ohio.—The McKinley Hardware Co. has increased its capital stock from $10,000 to $15,000.

Lyons, Kans.—M. W. Miles has added a Hardware department to his furniture store.

McClelland, Iowa.—L. H. Bolton has sold out his Hardware business.

McPherson, Kans.—J. T. Hollis has purchased the Hardware business of A. Sellers.

Nelson, Neb.—W. L. Devine has purchased the interest of his partner, H. F. McDermott in the Hardware business.

North Bay, Ont.—Mackie Bros., capitalized at $100,000, will acquire the Hardware business of David Purvis.

North Bend, Ore.—J. S. Jones has sold his Hardware business to Nepp & Harringan.

Ontario, Ore.—W. S. Lawrence has purchased an interest in the Hardware store of C. A. Martin & Co.

Phillips, Neb.—Hans Bondegaard has sold out his Hardware business to H. & A. Arnett.

Sarcoxie, Mo.—Dodson & Wild have been succeeded in the Hardware business by Dodson, Wild & Gooldy.

Seattle, Wash.—J. A. Becker has sold his store to the Fremont Hardware Co.

Southwest City, Mo.—F. W. Shotliff has purchased the Hardware and implement business of A. A. Clark.

Stanton, Neb.—Gustav H. Glaser has sold a half interest in his Hardware store.

Valley Falls, Kans.—J. G. Young has succeeded Young & Beyer in the Hardware business.

Waverly, Kans.—M. M. Kendall has sold his Hardware store to Brennecke & Heald.

Wadesboro, N. C.—Planters Hardware Company has filed an amendment to its charter changing its name to the Blalock Hardware Company. The officers are: N. B. Blalock, president, and R. L. Hardison, secretary.

Western, Neb.—A. D. Seybolt & Co. have sold out their Hardware business to John E. Nickel.

Wilsonville, Neb.—C. H. Travis has sold out his stock of Hardware to Eckels & Anderson.

Woonsocket, R. I.—The old-established Hardware firm of J. Monahan & Son, which has conducted business for many years at Market Square, is henceforth to be owned and controlled by James E. Monahan, who has managed the concern for many years.

The Hardware Publishing Company needs several enthusiastic young men to travel in its interests. Previous experience in the Hardware store is necessary to qualify. Salary and expenses will be paid from the start. Write us, stating all details regarding experience and present position.

At a meeting of the Bicycle Manufacturers' Association held at Atlantic City, N. J., on August 9, an increase of fifty per cent. in the amount of sales during the past year was reported.

Will the Line Hold?

Yes, if it's a

KINGFISHER





The fastidious fisherman will find in KINGFISHER Lines all that the utmost needs of the sport demand.

They make good where others fail, and win enthusiastic supporters wherever tried.

The fisherman is loyal to his calling, and proud of his outfit. The merchant who handles KINGFISHER Lines will be able to supply all classes of customers, and more especially those who are particular about the quality of their lines and are willing to pay the price therefor.

KINGFISHER Lines are carried in stock by every large Fishing Tackle Jobber in the country.

Our catalog is worth having, as it fully describes the hundreds of different lines we manufacture. SEND FOR IT,

E. J. MARTIN'S SONS

10 Hill Street, ROCKVILLE, CONN.

AVOID ACCIDENTS LIKE THIS!



The Equivalent of 120 Gallons of Water
in three pounds of weight,
all for $1.00
Absolute protection to auto or motor boat as well as home, office or business is assured when

FITE FIRE
TRADE MARK.

is on hand.

The tube contains dry powder only, which is easily discharged. Each tube generates about 1,000 cubic feet of nitrogen gas, which is absolute DEATH TO COMBUSTION. No acid or liquid, no corrosion, leakage, pressure, explosion, or freezing. Harmless to flesh and fabric. Does not deteriorate with age. No complicated instructions. The only safeguard against burning oil.

A HOT SELLER. *Write for terms.*

HENRY W. LANDAU, Manufacturer
GREEN ST and N. J. R. R. AVE.
NEWARK, N. J.



CLERKS

You Can Learn

Salesmanship Free

OUR book "Selling Pointers" is interesting and instructive. It tells clerks how to become able salesmen and how to earn more money.

Write for it on your firm's letter paper.

American Fork & Hoe Co.,
Cleveland, Ohio.

AMONG THE MANUFACTURERS

NEW INCORPORATIONS, Etc.

Atlanta, Ga.—Application for charter of the Right Specialty Company has been made by Matthew Harper and J. Linton Moore. The company will engage in the manufacture of various kinds of machinery, tools and specialties and will have a capital stock of $10,000.

Boston, Mass.—John Deere Plow Co.; agricultural implements. Capital, $100,000. President, O. Boothby, Boston; treasurer, A. P. Webster, Lewiston, Me.

Brooklyn, N. Y.—United Expanding Bolt Co., Ltd., manufacture nuts, bolts and screws; capital, $30,000. Incorporators: George B. Martin, 253 73d Street, Brooklyn; William A. Cooper, 336 Forrest Street, Jersey City, N. J.; E. J. Mastaglin, 392 Decatur Street, Brooklyn.

Buffalo, N. Y.—Lawrence Stove & Manufacturing Co.; manufacture stoves, etc.; capital, $70,000. Incorporators: E. E. Harris, Buffalo; L. T. Palmer, Tonawanda; F. X. Irr, Buffalo.

Chicago, Ill.—Champion Manufacturing Company, $50,000; manufacturing articles of Hardware; C. P. Dunbaugh, A. C. Fitz, J. W. Eastland.

Endicott, N. Y.—L. S. White Forging Co.; Hardware; capital, $50,000. Incorporators: Leroy S. White, Lillian E. White, Charles E. White, Union, N. Y.

Jackson, Mich.—The Michigan Heater Co., a $500,000 corporation, to manufacture furnaces, hot water and steam heaters and to do a general foundry business, has been established in this city. A nucleus company with $10,000 capital has been organized to promote the company. It is proposed to install a foundry complete with every modern appointment, and all necessary machinery. John P. Jones, a furnace man of large experience, is at the head of the company, which is expected to be running next Spring.

Knoxville, Tenn.—A meeting of the stockholders of the Hammock Steel Range Company which was recently incorporated with a capital stock of $300,000, was held recently at the office of C. W. Barber in the Van Deventer building. The following were elected as directors: G. C. Childress, E. J. Wooten, William H. King, Ernest Prater, T. J. Hinton, James G. Carson, Frank J. Jones, M. V. Hammock, Clarence W. Barber. The officers elected are: President and general manager, M. V. Hammock; vice-president, E. J. Wooten; secretary and treasurer, Frank J. Jones. The new company will build its plant south of the city.

New York, N. Y.—Universal Shear Company, capital, $2,000. Directors—Elias Meyers, Helen D. Meyers and W. S. Heilborn, New York.

Northampton, Mass.—The College City Cutlery Co., which is projected in Northampton, Mass., because of the presence in the city of unemployed cutlery workers who were employed by the Clement Cutlery Co., before the strike at the Clement factory, has applied for a charter for the manufacture of cutlery and other Hardware, and the right to hold property and erect a factory and dwelling houses for employes. The company is capitalized at $50,000.

Northampton, Mass.—Williamsburg Manufacturing Co.; manufacture tools, Hardware, etc.; capital, $50,000. President, Arthur J. Polmatier, Williamsburg; treasurer, Joseph J. Noonan, Springfield.



Omaha, Neb.—The Noyes Wrench Co. has been incorporated with a capital stock of $15,000.

Philadelphia, Pa.—Fay Machine Tool Co.; capital, $50,000. Incorporators: Otto W. Schamm, R. C. Fay and George W. R. Fletcher, Philadelphia.

Rochester, N. Y.—Certificate of incorporation has been filed by the Bridgeford Machine Tool Works. The company is incorporated to do a general business in manufacturing and jobbing of tools and machinery of all kinds, and also do all kinds of jobbing and contract machine and milling work. The capitalization is $150,000. The directors are: Charles Bridgeford, August E. Huther and Warren B. Huther.

Rockford, Ill.—Rockford Lawn Mower Co.; manufacture tools and utensils; capital, $10,000. Incorporators: Charles F. Jackson, Theodore Ekman, E. D. Reynolds.

Seattle, Wash.—The Knowles Superior Wrench Co. has been incorporated with a capital of $600,000.

Warren, Ohio.—The Warren Stove Company, successor to the Warren Steel Range Company, which has been a part of the Warren Hardware Company, has been incorporated for $75,000. The incorporators are H. Q. Stiles, William Wallace, W. J. Masters, L. M. and M. Jameson of Warren, H. C. Christy, H. C. Bradley and Isaac Kirk of Warren. W. J. Masters is the new general manager.

CHANGES AND IMPROVEMENTS

Buffalo, N. Y.—The W. H. Curtiss Manufacturing Company, now located on The Terrace, has bought a lot 50 by 220 feet at No. 1517 Niagara Street. It is near the Black Rock freight depots. A brick building will be built by the company, which will manufacture screws.

Carpentersville, Ill.—The Star Manufacturing Co., Carpentersville, Ill., manufacturer of saw shapes and steel specialties, will increase its capital stock from $200,000 to $300,000.

Detroit, Mich.—The Detroit Wire & Iron Works has increased its capital stock from $6,000 to $15,000.

Lancaster, Ohio.—The Ohio Lock Nut and Bolt Company has increased its capital stock from $50,000 to $100,000. The company has practically decided to remove its scene of operation to Columbus, and local men interested in the company have been looking over available sites. The company makes patent lock nut and bolt and also standard bolts, etc.

Middletown, Conn.—Wilcox, Crittenden & Co., manufacturers of marine Hardware, whose plant was burned July 31, will rebuild. The company lost valuable drawings and patterns in the fire.

AMERICAN HARDWARE MANUFACTURERS AT ATLANTIC CITY

The thirteenth convention of the American Hardware Manufacturers' Association will be held in Atlantic City, N. J., October 23.

I. J. CLARK ACCIDENTALLY KILLED

I. J. Clark, secretary of the Chicago Flexible Shaft Company and the Stewart & Clark Manufacturing Company, makers of speedometers, Chicago, Ill., was recently killed in an automobile accident near Bryan, Ohio.

John A. Boyle, president and manager of the Boyle Hardware Company, of Salt Lake, Utah, was seriously injured on August 9 by a fall in his store.



The
PERFECT SAW JOINTER AND SKATE SHARPENER

The Only Practical Jointer

Uses any file, flat, triangular, or half round. Will "joint" or square any straight edge. A tool that no wide-awake carpenter or mechanic can afford to be without; saves time, labor, wear and tear on the hands and insures accuracy.

Used with a half-round file it is unsurpassed as a skate sharpener.

PIKE MANUFACTURING CO.
PIKE, N. H.

PARKER WIRE GOODS

PARKER General and Special designs in Wire "get there" with the fewest possible twists or crevices to harbor dirt. They are direct in purpose and substantially made—the most approved and useful patterns known.

PARKER Wire Goods will take good care of your trade. Let us send you catalog and prices.

PARKER WIRE GOODS COMPANY
1 Assonet St., Worcester, Mass., U. S. A.
New York Office, 107 Chambers St.

STILLSON
TRADE MARK

The original and only

GENUINE STILLSON WRENCH



is drop forged from high-grade steel and is a marvel of strength.

Takes hold, and holds pipes, fittings, etc., without crushing them and lets go with praiseworthy promptness.

Puts the just-as-good kind in the shade always.

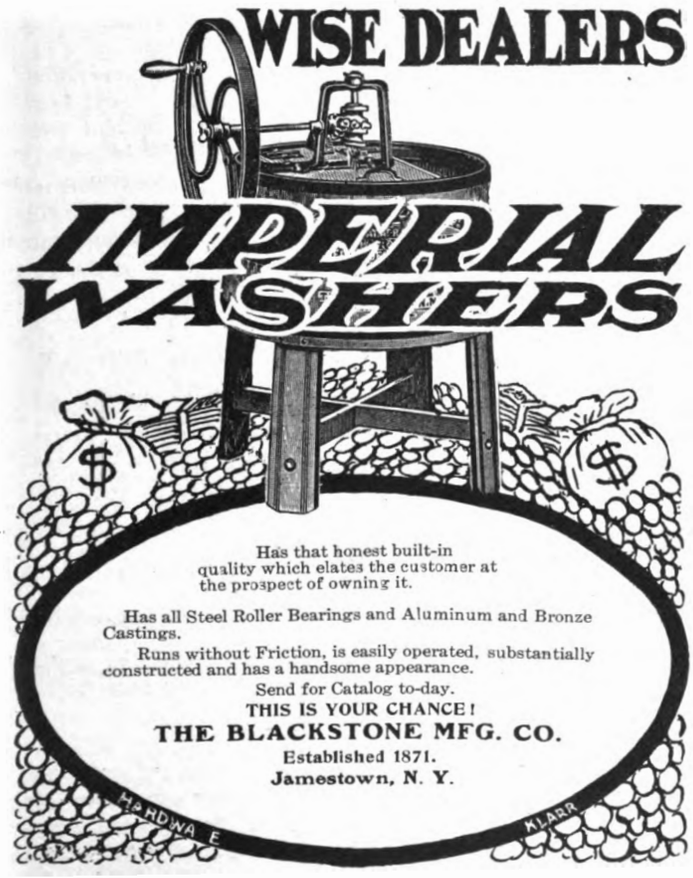
That's why thousands of mechanics cling to the Stillson.



WALWORTH MFG. CO.
128-36 FEDERAL ST.
BOSTON, MASS.

NEW YORK OFFICE
PARK ROW BUILDING

A MONEY MAKER FOR WISE DEALERS



Has that honest built-in quality which elates the customer at the prospect of owning it.

Has all Steel Roller Bearings and Aluminum and Bronze Castings.

Runs without Friction, is easily operated, substantially constructed and has a handsome appearance.

Send for Catalog to-day.

THIS IS YOUR CHANCE!

THE BLACKSTONE MFG. CO.
Established 1871.
Jamestown, N. Y.

"NEVER-BREAK"
TRADE MARK

STEEL SPIDERS GRIDDLES AND KETTLES

"Never Break" Cooking Utensils WILL NOT SCALE OFF like cheap enamel; WILL NOT SCORCH OR BURN like light frying pans or skillets; WILL NOT ABSORB GREASE OR FLAVORS like cast-iron. In a word, "HYGIENIC" is the condition and "HEALTH" the result when using.

Pure and Absolutely Safe



Write for Catalogue

THE AVERY STAMPING CO.
Cleveland, Ohio

Sole Manufacturers of "NEVER-BREAK" GOODS.

THE HERBRAND SAFETY RAZOR

IS THE BEST

MADE BY **THE HERBRAND CO., Fremont, O.**

A NOVEL ADVERTISING DISPLAY

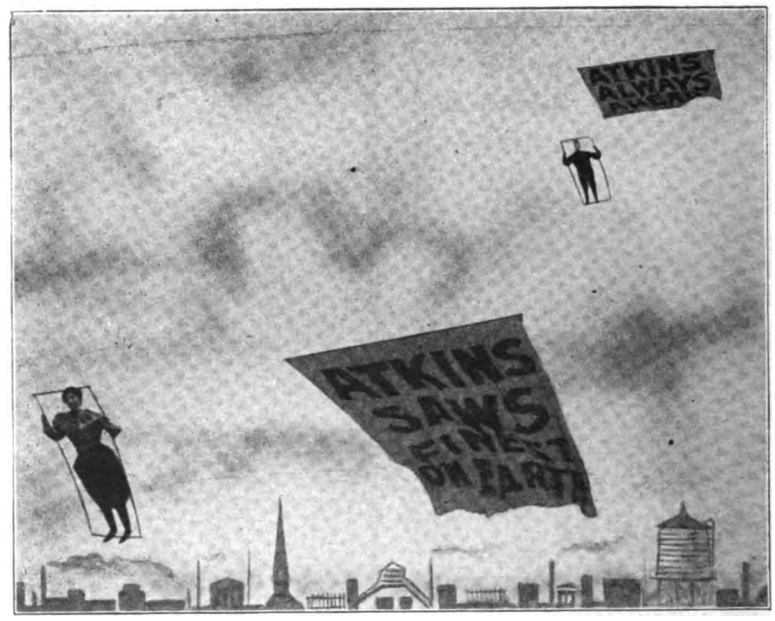
Visitors at the Jamestown Exposition and the residents of Norfolk, Va., have had many stiff necks and flutterings of the heart from gazing skyward at the novel exhibition of E. C. Atkins & Co., Indianapolis. The apparatus consists of scientific kites from the string of which banners 30 by 40 feet square are suspended, together with the figures of a man and woman, each hanging from a trapeze. These swaying figures produce a very startling effect upon the spectators upon the ground, and thousands of field glasses are constantly trained upon them to discover if they are real persons. On account of the height above the ground, however (from one-eighth to one-quarter of a mile), this latter is hard to distinguish, and the effect is really startling.

The display occurs daily in Jamestown or from the roof of the Bank of Commerce building, Norfolk, wind permitting.

NEWS NOTES

The George W. Pitkin Company, manufacturers of the famous Pitkin barn paints, has issued a post card giving a view of its new plant at Benton Harbor, Mich., of which possession was taken May 1. The new plant occupies five acres of ground, and with its increased facilities the company is in better position to take care of its customers than when located in Chicago.

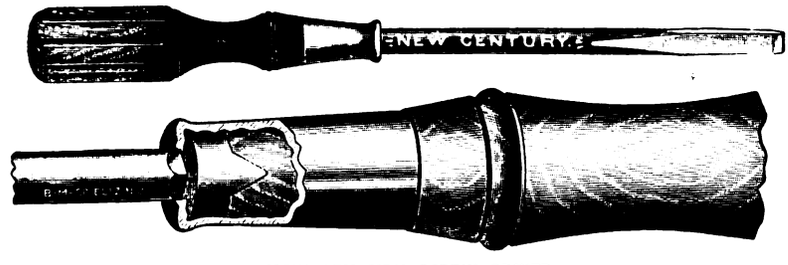
Figures of pig-iron production during the month of June, 1907, 2,231,575 tons, while slightly below the May output, were, however, 13 per cent. in excess of the June, 1906, figures, the Pittsburgh district alone presenting an increase of over 56,000 tons of output for the month. Figures for the six months of the year, 13,223,454 tons, are over 7 per cent. in excess of the corresponding 1906 figures.



NOVEL KITE EXHIBIT AT THE JAMESTOWN EXPOSITION.

THE NEW CENTURY SCREW DRIVER

The New Century Screw Driver, of which the Braunsdorf-Mueller Co., Elizabeth, N. J., are manufacturers, has been improved by the use of the sliding toothed holster shown in the lower of the accompanying cuts. The lock keys the blade to the handle, so that when the handle is turned the blade must follow. The upper cut shows the finished appearance of the screw driver, which is referred to as being exactly balanced, strong, lean, lithe and attractive in appearance. The handle is claimed to be unbreakable. The sliding toothed holster is also used by the company in its ice picks and carpenters' chisels.



NEW CENTURY SCREW DRIVER.

Stella—Does her auto match her gown?

Bella—Yes, they are neither of them paid for.—New York *Sun*.

Mr. H. M. Kearns has been appointed by the Pittsburgh Automatic Vise and Tool Company as its special government representative. Mr. Kearns has been raised in army and navy circles, and has made this subject his life study. His acquaintance, therefore, with the heads of the many departments, yards, posts, etc., is invaluable.

The United States occupies second rank among the commercial nations as an exporter of automobiles, being exceeded only by France.

The Hardware Publishing Company needs several enthusiastic young men to travel in its interests. Previous experience in the Hardware store is necessary to qualify. Salary and expenses will be paid from the start. Write us, stating all details regarding experience and present position.

O. K. ROTARY WASHER

Its name expresses the verdict of thousands of thrifty housewives all over the country as to its qualities as a Washer. "It's O. K." Need more be said?

Light running and noiseless because of its Revolving Steel Ball Gearing; deeply corrugated tub; right or left turning wheel; automatically reversing dasher, and other "O. K." points, puts this Washer at the head of the list.

You ought to see the rest of our line---

The SnowEwhite---
The B. B.---
The Royal Blue---
The Great Western

ROUND and SQUARE LEVER Machines---and 10 other styles!

They're quick, profitable sellers,---every one of them.

Why not let us post you on prices and profits on our line. A postal will fetch them.

H. F. BRAMMER MFG. CO.
Davenport, Iowa



ATLANTIC



Galvanized Striped Ware

Here's the issue with you, Mr. Dealer:

ATLANTIC WARE or the other kind?

IS IT SALES YOU WANT?

ATLANTIC WARE will outlast the other kind three to one. Place them side by side in your store and prove this.

IS IT PROFIT?

Then let us correspond. We will convince you that ATLANTIC WARE is a sure foundation for both sales and profits.

It is beautiful ware, made exceedingly strong and durable by its method of manufacture. It is different from all other Galvanized Ware.

We also make ATLANTIC TINWARE in great variety.
Send for our 94 page catalog, in colors.

ATLANTIC STAMPING CO.
185 Ames St. Rochester, N. Y.



HARDWARE PATENTS

THE FOLLOWING LISTS OF PATENTS, TRADE MARKS AND DESIGNS OF INTEREST TO OUR PATRONS ARE FURNISHED BY DAVIS & DAVIS, SOLICITORS OF AMERICAN AND FOREIGN PATENTS, WASHINGTON, D. C., AND ST. PAUL BUILDING, NEW YORK CITY.

PATENTS EXPIRED AUGUST 5, 1907.

433,452. COVER HOLDER FOR DINNER PAILS. J. Dorsch, Tacoma, Wash.
433,464. DOOR KNOB. J. A. Gustavson, Chicago, Ill.
433,491. FURNACE GRATE. R. S. Richards, London, England.
433,507. CHURN. F. H. Wolfmyer, LaGrange, Mo.
433,545. SMOOTHING IRON. C. Silberstein and J. Amos, Los Angeles, Cal.
433,558. WRENCH. A. T. Brann and A. W. Brann, Dayton, Nev.
433,564. LANTERN. C. T. Ham, Rochester, N. Y.

PATENTS ISSUED AUGUST 5, 1907

862,139. COMBINATION-TOOL FOR CARPENTER'S USE. Jay M. Darrow, Asherville, Kans.
862,166. CARPENTER'S SQUARE. Einar O. Iversen, Chicago, Ill.
862,242. TELEPHONE ATTACHMENT. Theodore Endean, Cleveland, Ohio.
862,244. SCREW-DRIVER. Matthew Garratt, Passaic, N. J.
862,302. ANTI-RATTLING SASH-HOLDER. Terah J. Benedict, East Orange, N. J.
862,431. ROLLER-SKATE. Abraham Armband, New York, N. Y.
862,480. SAFETY-RAZOR. William S. Hopkins, Waltham, Mass.
862,550. HINGE. George C. Gardner, Chicago, Ill.
862,561. ROLLING-DOOR HANGER. Milton E. Hunt, Waterville, Me.

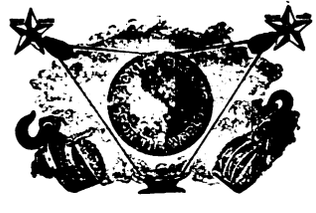
PATENTS EXPIRED AUGUST 12, 1907

433,928. WRENCH TIGHTENER. J. W. Bess, Brilliant, Ohio.
433,947. SAW SET. C. F. Leopold, Philadelphia, Pa.
433,952. FURNACE GRATE AND SHAKER THEREFOR. E. Mather, Harrisburg, Pa.
434,004. WRENCH. S. F. Stever, Fairfield, Iowa.
434,033. MOP WRINGER. S. H. Schmuck, Cleveland, Ohio.
434,071. SAW FILING MACHINE. T. Powell, Guthrie, Ky.
434,103. CARPET STRETCHER. O. Anderson and F. J. Stetter, Defiance, Ohio.
434,126. COOKING STOVE. J. Black, Blacksburg, S. C.
434,176. EXTENSION ROOF LADDER. J. L. Crafts, Somerville, Mass.

PATENTS ISSUED AUGUST 13, 1907

862,879. FAUCET. Glenn C. Brown, Bessemer, Ala.
862,949. SHEARING MACHINE. John C. Valliere, Fair Oaks, Cal.
863,120. GEARING. Alexander F. Victor, Elmira, N. Y.
863,220. FLOOR-RUBBER. Charles O. Quimby, Wakefield, Mass.
863,272. FISH-HOOK. Victor Gebhardt, St. Louis, Mo.
863,370. WASHING-MACHINE. Wilbert C. Fawkes, Minneapolis, Minn.
863,373. CARPENTER'S CLAMP. John P. Fraker, Franklin, Ind.
863,455. ELECTRIC SAD-IRON. George J. Schneider, Detroit, Mich.
863,536. SKILLET. Edward A. Houston, Oquawka, Ill.

Roe & Conover, of Newark, N. J., have consolidated the retail and wholesale departments of their business by moving the former from 200 Market Street to the block occupied by their wholesale store room, their new address being 17 to 23 Mechanic Street instead of 21 to 23 as formerly. The change was made to avoid confusion in traveling from one store to the other to fill orders. The changes in the Mechanic Street stores, to meet the new conditions, are extensive. A new system of interchangeable boxes, drawers and shelves of hardwood and metal has been installed. It required three carloads to fill the first floor of 21 and 23 Mechanic Street, and everything from a tack to a crowbar is fastened as a sample to the face of the box. The new stores will be complete and modern. A new front and a perfect system of lighting and delivering are part of the plant.



NO ONE WOULD BUY

A farmer living in the vicinity of Spring Valley, Minn., recently endeavored to market a load of produce in that town. He was known among the merchants as a strong patron of one of the Chicago supply houses. He worked hard until night endeavoring to find a buyer for his produce. No one seemed disposed to buy. Finally, one of the business men suggested that he send it to the Chicago supply house, giving the name of the supply house. The farmer went home mad, but he saw the point.

At Harmony, Minn., the merchants have an intelligent understanding regarding certain farmers who buy nearly everything they use of the retail catalogue houses. Some of the farmers who are in this class have already been told that the Chicago supply houses should take their butter and eggs and other produce, as long as the supply houses get the most of their money. To make this sound like the real goods, the local merchants have refused to take the produce.—*Commercial Bulletin.*

HOW THE LAMP CHIMNEY WAS DISCOVERED

The comfortable and convenient lamp chimney of every-day use is to be attributed to a child's restlessness. Argand, a native of Switzerland, a poor man, invented a lamp, the wick of which was fitted into a hollow cylinder, that allowed a current of air to supply oxygen to the interior as well as the exterior of the circular frame. The lamp was a success, but its inventor had never thought of adding a glass chimney, and probably never would have thought of it, had not his little brother been playing in his workroom while Argand was engaged with the burning lamp. The boy had gained possession of an old bottomless flash, and was amusing himself by putting it over various small article in the room. Suddenly he placed it over the top of the lamp, and the flame instantly responded by shooting with increased brilliance up the narrow neck of the flask. Argand's ready brain at once caught the idea, and his lamp was perfected by the addition of a glass chimney.

CLEANING PORCELAIN BATH TUBS

To clean a porcelain lined bath tub, use hot water and a rag saturated with gasoline. If the gasoline is objectionable, smear a little vaseline on the dirtiest parts and remove dirt and vaseline at once with rag and hot water. Never scour porcelain tub, nor nick nor scratch its surface in any way.

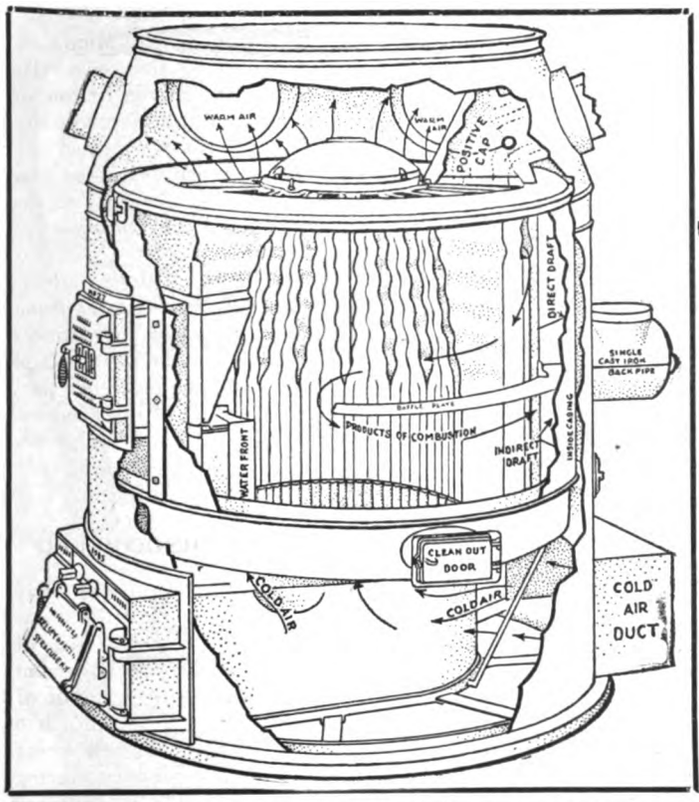
FINE METAL POLISH

A good polish for fine metals is made by mixing a little vaseline with the ashes of burned out or broken gas mantles. Apply with a rag or finger and polish with a clean rag. The best finish can be obtained by using a soft rag.

A systematic war is being waged by Oklahoma retail Hardware dealers against catalogue houses. The fight is being conducted along lines suggested by Mr. Nelson Darling at the recent convention of the Oklahoma Retail Hardware and Implement Dealers' Association.

One workman was killed and 13 others were injured, three seriously, by an explosion of powder in the loading room of the Robin Hood Ammunition Company at Swanton, Vt., on August 7. The structure was demolished.

J. B. Cullen of Hartford, Conn., has gone to Japan and China in the interests of the Simmons Hardware Company of St. Louis and New York, by whom he is employed. He will be absent about two years and will visit India before he returns.



The Intending Buyer

THE KELSEY IN CONSTRUCTION AND METHOD OF WARMING AND DISTRIBUTING AIR IS UNLIKE ANY OTHER HEATER.

The Kelsey warms large volumes of fresh air properly and most economically by passing in separate currents up through corrugated cast iron flues or sections which form the Fire Cylinder and Combustion Chamber.

Each flue has eight square feet of heating surfaces and weighs about 70 pounds. There are from eight to sixteen flues in each Generator, which gives the Kelsey more than double the weight and heating surfaces of the ordinary furnace. All the heat is utilized by the "products of combustion" passing down around the backs of the flues; and because of the passage of another volume of air up between the inside and outside casings, more air is warmed and no heat is wasted in the cellar or up the chimney.

THE KELSEY FORCES WARM AIR TO EXPOSED OR DISTANT ROOMS by means of the KELSEY PATENTED "POSITIVE CAP ATTACHMENT" placed over two or more flues and making a direct connection between the flues and heating pipes.

THE KELSEY RECORD:

3 Sold in 1889. 30,000 in use 1907.

AND SALES INCREASE EVERY YEAR.

Ask for Agency Proposition and new Kelsey Book of HEATING INFORMATION. **800 Dealers Selling.**

KELSEY HEATING CO., SYRACUSE, N. Y.

New York Office:
156 Fifth Ave.

Western Selling Agency, Chicago, Ill.
VAN EVERA & LEWIS MFG. CO., 104 W. Lake St.

The INVINCIBLE "NORMAN"



NORMAN STOVES AND RANGES ROCHESTER, N.Y.

NONE BETTER MADE.

BUILT AS CAREFULLY AS A FINE WATCH

A Range that is worthy of the name.

The recipient of unstinted praise from dealers and the delight of ALL its users.

Beautiful, serviceable and RIGHT UP TO THE MINUTE in design and improvements.

Let us communicate with you regarding it. Send for catalogue.

GALUSHA STOVE CO.
Court St., ROCHESTER, N. Y.

HARDWARE

SEVEN FEATURES THAT HAVE SOLD OVER A MILLION

Alumino and Electric Oil Heaters

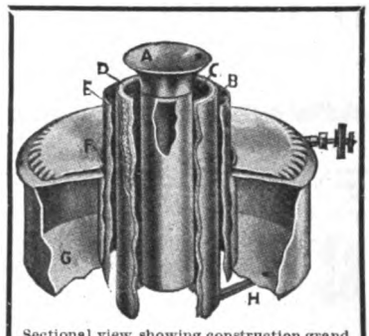


And will soon sell another million. They are the heaters your trade demands because of their practical perfection. Because they are the only Oil Heaters equipped with a perfect **Safety Burner,** and without a reliable Safety Burner an Oil Heater is "a delusion and a snare," a continual worry for both buyer and seller.

Note construction of our Safety Burner and you'll quickly appreciate the seven features which follow:

NO SMOKE

Because by a simple attachment we prevent the flame from working above a certain point and our perfect combustion burner does the rest.



Sectional view showing construction grand "Safety Burner."

A—Flame Spreader; B—Air space ontside of Wick; C—Air space inside of Wick Tube; D—Wick; E—Outside Casing to Burner; F—Air space between Fount and Outside Casing; G—Fount for oil, entirely separate from Burner; H—Feed Pipe carrying oil from Fount to Burner.

NO DANGER

Because the wick does not go into the tank but is fed by a small feed pipe always just enough.



NO ODOR. Because we have designed every part of our burner to prevent collection of soot or oil; the solid flame spreader having no perforations. the four wide, clear air passages encircling the entire flames; these absolutely prevent the common "smell."

MORE HEAT. Because instead of accepting the old lamp system of heating, using the flame alone for heat, we place a special plate in the drum above the flame which deflects the heat to sides and bottom, heating the whole room, not the ceiling alone.

DURABLE. Because we make every stove as if the reputation of our business was staked on the success of each individual Heater.

BEAUTIFUL. Because our designers have given symmetry and grace to every line, making acceptable in the most perfectly furnished homes.

EASY SELLING. Because the features are not hidden they appeal at the first glance, convince with close examination. Then they stay sold, never require a minute more of your time after leaving the store, and never come back for repairs or otherwise.

Can you be fair to your customers, fair to yourself, if you sell any other Oil Heater?

Put in a full assortment, they'll "move" any time, there's no oil heater "season," "Alumino" and "Electric" Heaters sell the year round.

Novelty Mfg. Co. Dept. W. Jackson, Mich., U.S.A.



In time of Danger

The
O'Brien Electric Whistle

means safety to all on board because it is very clear and loud, responds instantly and is

ALWAYS READY

It requires no air pressure, and is operated by dry batteries and a push button.

Simple, lasts forever, and can be attached in ten minutes.

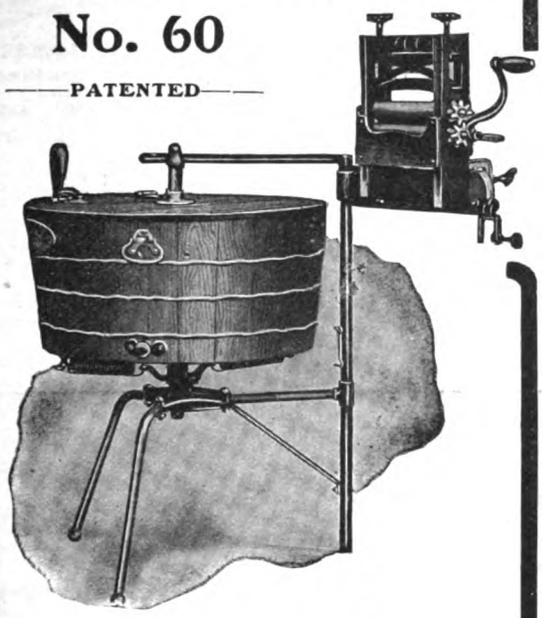
Made of highly polished brass, height 10 ins., diameter 3½ ins. Agents and demonstrators wanted. Liberal commission. Retails for $9.75 with push button and wire ready to attach.

Let us send you full description and terms

O'BRIEN ELECTROPHONE CO. HALLOWELL MAINE



NEW HOME WASHER
No. 60
PATENTED

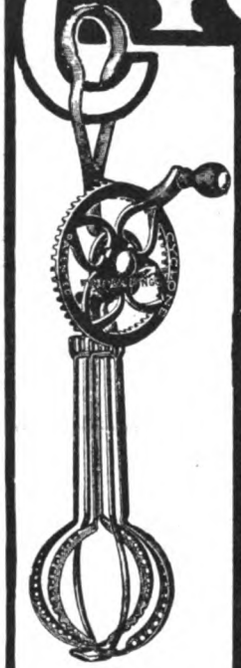


A Perfect Machine. Easy Running. **Large Capacity. Rapid.**

A wonder worker and labor saver on wash day. The price will interest *you*, Mr. Jobber.

THE STANDARD MFG. CO., Shelby, Ohio.

CYCLONE



EGG BEATER
Cream Whipper and Mayonnaise Mixer

Beats eggs perfectly in
15 SECONDS

Other things in quarter the time usually employed

See the perforated flanges, patented foot rest, long handle, perfect bearings and convenient grip.

The best egg beater from every standpoint. It is only one of the celebrated quick-selling HARDWARE SPECIALTIES of the

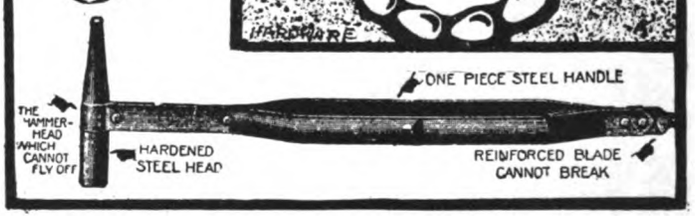
BROWNE LINE FROM KINGSTON

Can Openers, Tape Lines, Tack Hammers and Pullers, Ice Picks, etc

Send for sample Egg Beater and Catalog.

W. G. BROWNE MFG. CO.
Kingston, N. Y.

HARDWARE



THE BARTHEL KEROSENE FURNACE



Is simple in construction, reliable and durable under all conditions of work.

Smokeless—smell-less—coilless.

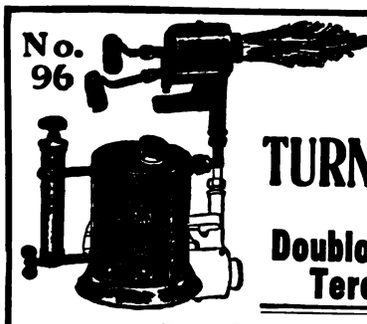
Absolutely safe; approved by underwriters.

Cheaper to operate and gives greater heat than any other furnace.

Send for booklet and prices.

Barthel Blow Lamp Co.
294 Washington St.
Boston, Mass.

No. 96



TURNER Double Jet Torch

Price, $5.50

Gives maximum amount of heat—3000 degrees Fahrenheit—at minimum amount of cost.

It has no equal among Torches for heavy outdoor work in windy or stormy weather.

Uses 74 degrees gasoline—1¼ pt. per hour.

Order through your Jobber or send us $5.50 net.

You ought not to be without a copy of our catalog. No. 30.

TURNER BRASS WORKS
70 Park Ave., Sycamore, Ill.

F. E. MYERS & BRO., Ashland, O.



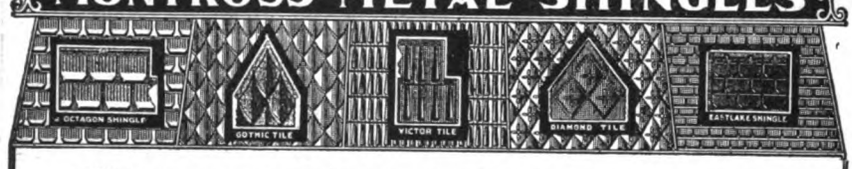
STORE LADDERS

NOISELESS. CUSHION TIRE.
Best and Most Complete in the Market. Write for Descriptive Circular and Prices.

MFRS. Pumps, Hay Tools, Barn Door Hangers, &c. Largest and Best Line in the World

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MONTROSS METAL SHINGLES



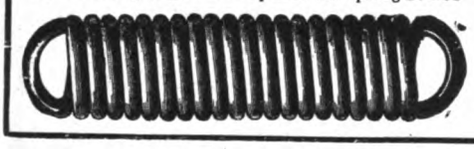
There are no more good wooden shingles; tile and slate are heavy and expensive; so the natural roofing is Montross' Metal Shingles. Last a lifetime without attention; fire-proof, storm-proof, pleasing in appearance, and *inexpensive*. You are losing money if you don't handle them.

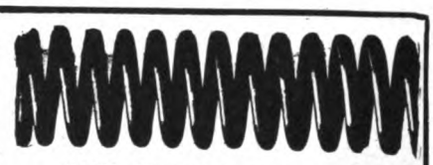
MONTROSS METAL SHINGLE CO. CAMDEN, NEW JERSEY.

VIENNOT, Phila.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.

CLIMAX CELLAR DRAINER



ENTIRELY AUTOMATIC

Drains cellars, cesspools, foundations, wheel pits, furnace pits, etc., using city water or steam supply having from 15 to 80 lbs. pressure per square inch.

Six sizes, from 50 to 1200 gallons per hour capacity.

CLIMAX Plumbing Supplies include many other valuable specialties. Catalog upon request.

C. M. KEMP MFG. CO.
405 East Oliver Street
BALTIMORE, MD., U. S. A.

HARDWARE

WESTON Electrolytic Voltmeter



The accompanying cut illustrates a new model WESTON VOLTMETER expressly designed to meet the requirements of ELECTROPLATERS, ELECTROTYPERS and others engaged in the art of ELECTROMETALLURGY. It is accurate and thoroughly reliable. It is built in a thoroughly substantial manner; the workmanship is high grade. It is provided with a 15 point switch so that the difference of potential can be determined at any one of 15 tanks or all of them successively. It is *low priced* and *good*.

Special Bulletin describing the instrument and giving prices can be obtained upon application.

Weston Electrical Instrument Co.,
Waverly Park, NEWARK, N. J., U. S. A.

2000 Gummed Stickers $1.00

Size 1¼ x 1½-4 Asst Colors

Dayton Label Co.
405 Arcade Building
Dayton, Ohio.

HOT and COLD ROLLED STRIP STEEL

Unequalled for Uniform Ductility, Accuracy in Gauge and Width and Fine Finish.

WEST LEECHBURG STEEL CO., Pittsburg, Pa.

BUFFALO WIRE WORKS CO.
WIRE CLOTH
Artistic METAL WORK
WIRE GOODS
BUFFALO, N.Y.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

MALE HELP WANTED

SECURE the position you want by writing us to-day for sample copy of *Opportunities*, describing 500 good positions now open, many in Hardware lines. Hapgoods, 305 Broadway, N. Y.

WANTED—Men for office and warehouse work. Young men with high school education and two years' or more experience in retail hardware. Address, Wholesale, Lock Drawer 773, Duluth, Minn.

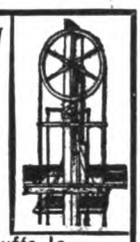
SALESMEN write the Dayton Label Co., Dayton, Ohio, for sample outfit and sell 2,000 Advertising Gummed Stickers for $1.00 to merchants "on the side;" 40 per cent. commission, and a square deal. State regular line.

WANTED—Position as salesman or clerk, by young man having had seven years experience in the Hardware business. Address R. B. W., 305 Henry avenue, Sewickley, Pa.

WANTED—Young men who have had experience in Hardware stores, to travel. Salary and expenses. Address, stating all details,
HARDWARE PUBLISHING CO.,
415 Produce Exchange,
N. Y. City.

SALESMAN—To handle as side line, in every territory, a rapid selling machine tool. Big profits. Address A. Z., care of HARDWARE.

Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
Kimball Bros. Co.,
1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St., New York.
30 Vincent St., Cleveland, O.

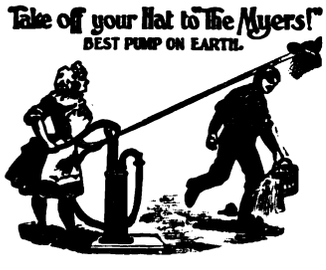


"The CLIFT FOLDING GARMENT HOOKS"
Particularly adapted for apartment houses and dwellings. A necessary article in halls, vestibules, closets, bath rooms, chambers, cloak rooms, restaurants, stores, auditoriums, schools and offices.
Send for pamphlet and price list.
THE CLIFT COMPANY
812 Cuyahoga Bldg., Cleveland, O.



MONEY SAVING METHODS FOR MANUFACTURERS
Send number employed for approximate expense to you of cost and accounting methods that will pay for themselves. References. Personal attention.
LORENZO B. BAKER, Waterbury, Conn.

Take off your Hat to The Myers!"
BEST PUMP ON EARTH.



GLASS VALVE SEAT PUMPS
HAY UNLOADING TOOLS
and BARN DOOR HANGERS
HAY RACK CLAMPS
Myers Hay Unloader.



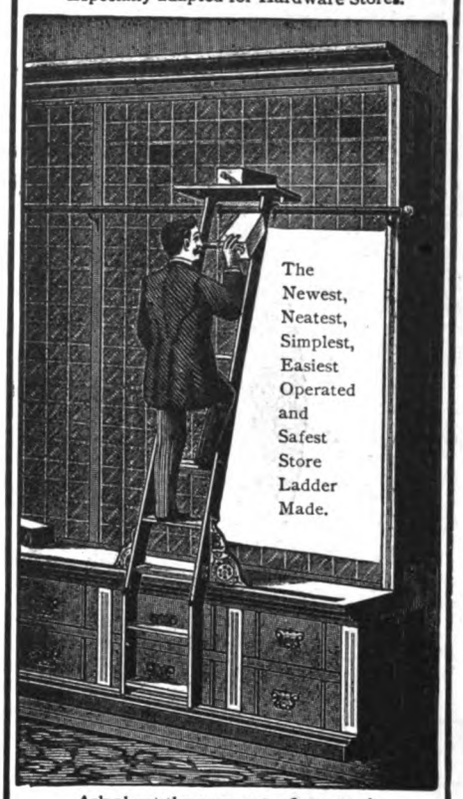


O. K. Stay-on Door Hanger.



Steel Track. Aluminum Finish.
Flexible.
Write for prices on the most satisfactory line of Hand and Windmill Force and Lift Well Pumps, Power Pumps, Tank Pumps, and Spray Pumps, Hay Carriers, Hay Forks, Hay Rack Clamps, Stay-on Door Hangers, etc., manufactured by the largest Pump and Hay Tool Works in the World.
F. E. MYERS AND BRO., ASHLAND, OHIO.

The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



The Newest, Neatest, Simplest, Easiest Operated and Safest Store Ladder Made.
Ask about the new noiseless track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.

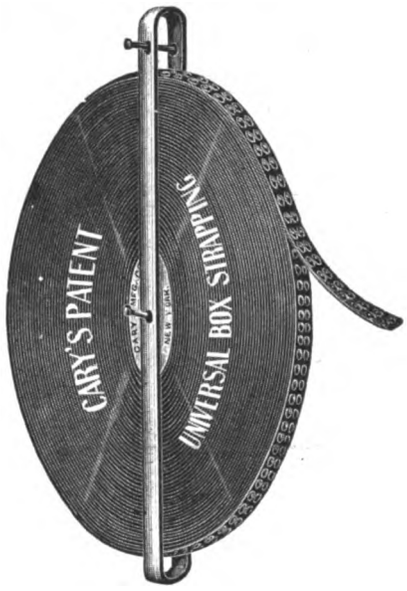
25¢ Buys a Life Saving DAVIS SANITARY FOUNT
Clean, fresh water is LIFE to young chicks. Davis' founts insure a constant supply and chicks can't get drowned or wet in them, or tip them over. Only fount made that feeds water, grit, oyster shells, grain, etc.
Price 25c each, $2.70 per doz. Postage 15c each extra. No bottles or cans included, but any size old can or bottle can be used.
Ask your supply, hardware or feed dealer for them, or write for our catalogue of Up-to-date Necessities for Poultrymen, including poultry and pigeon leg bands, founts, roost brackets, metal nests, poultry punches, etc.
The Keyes-Davis Co.
(Limited)
Manufacturers
520 Hanover St.
Battle Creek, Mich.



STUDY LAW AT HOME
Prepare for success at the bar, in business or public life, by mail, in the ORIGINAL SCHOOL. Founded in 1890. Successful graduates everywhere. Approved by bar and law colleges. Regular College Law Course and Business Law Course. Liberal Terms. Special Offer Now. Catalogue Free.
Sprague Correspondence School of Law,
788 Majestic Bldg., Detroit, Mich.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each. **Patent Metal Reel Frame** with each coil. Straps made in four widths: ½, ⅝, ¾ and 1 inch. Patented in all countries.

CARY MFG. CO.

19 and 21 Roosevelt Street New York

Cable Address: CARLEIO

The Eaton & Prince Specifications

illustrate in detail the construction, plans and sizes of E. & P. hand-power elevators.

They are built both in *center-lift* and *corner-lift* patterns.

They can be selected *direct* from The E. & P. Specifications.

THESE ELEVATORS ARE CARRIED IN STOCK IN CHICAGO—

Thus prompt delivery is ***secured*** and ***assured.***

Ask for folder No. 56 and learn *how easy* it is to order therefrom, and *how reasonable* are the prices therein.

EATON & PRINCE COMPANY

CHICAGO



KLENZOLA

The best preparation known for dissolving Dirt, Auto and Machine Grease, Paints, Oils, Stove Polish, Rust, Iron or Brass Stains, Fruit Stains, Printers' Ink, Acids, Shoe Blacking, &c.

HARMLESS TO HANDS

Contains no acids, strong alkali, worthless filling, or anything of a harmful nature.

Send for Circular and Testimonials.

Agents Wanted. Write for Free Sample.

THE KLENZOLA CO.

13 W. 12TH ST., ERIE, PA.

Nothing in the World Loosens a STAR

STAR

EXPANSION BOLTS AND SHIELDS

For Quick, Secure, Labor-Saving Fastenings to Brick, Stone, Tile, Concrete, Etc.

100 DIFFERENT STYLES

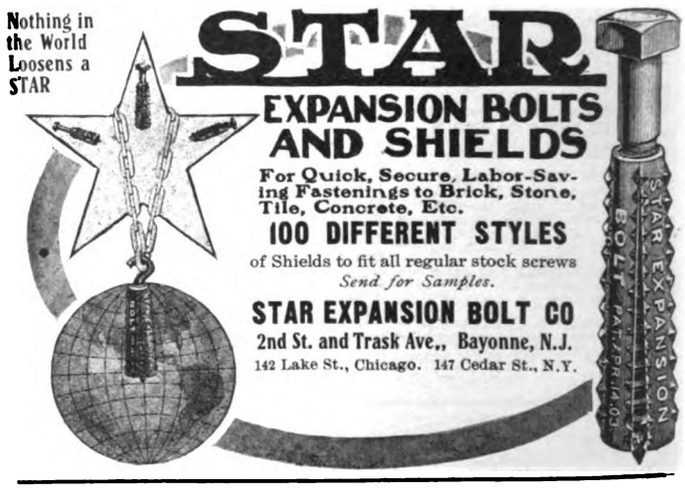
of Shields to fit all regular stock screws

Send for Samples.

STAR EXPANSION BOLT CO

2nd St. and Trask Ave., Bayonne, N.J.

142 Lake St., Chicago. 147 Cedar St., N.Y.



No Better Time
No Better Place Even
TO BUY

FISHING TACKLE

Send for Free Catalogue

CLARK-HORROCKS CO.,

Utica, N. Y.

THE SCHWERDTLE STAMP Co.

MANUFACTURERS

Fine Hand Cut STEEL LETTERS AND FIGURES

Send for Catalogue. **BRIDGEPORT, CONN.**

WANTED—Young men who have had experience in Hardware stores, to travel. Salary and expenses. Address, stating all details,

HARDWARE PUBLISHING CO.
415 Produce Exchange,
N. Y. City.

PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS, PERCUSSION—

Ely's E. B ..... 55@55c
G. D ..... per M 34@35c
F. L ..... per M 40@43c
G. E ..... per M 45@50c
Musket ..... per M 62@63c

PRIMERS—

Berdan Primers $3.00 per M ..... 20 & 5%
Primer Shells and Bullets ..... 15&10%
All other Primers per M. $1.52 to $1.80.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50 ..... 10&5%
32 C. F., $7.00 ..... 10&5%
22 cal., Rim, $1.50 ..... 10&5%
32 cal., Rim, $2.75 ..... 10&5%
B. B. Caps, Con. Ball, swgd $1.90
B. B. Caps, Round Ball $1.40
Cent. Fire 25%
Target and Sporting Rifle ..... 15&5%
Primed Shells and Bullets ..... 15&10%
Rim Fire Sporting 50%
Rim Fire Military ..... 15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
Climax, 10 and 12 gauge ..... 65&10%
Club, Rival, 65&5%; First quality ..... 60&5%
Paper Shells, Empty:
New Rapid, 10, 12, 16 and 20 gauge 95&10%
Climax, 10 and 12 gauge; Acme, 10, 12, 16 and 20 gauge; Ideal, 10, 12, 16 and 20 gauge; Leader grade ..... 25&5%
Union, League, 12 and 12 gauge; Rival Grade 25%
New Climax, Defiance, 10, 12, 14, 16 and 20 gauge; Climax, 14, 16 and 20 gauge ..... 2C&5%
Challenge Monarch, 10, 12, 16 and 20 gauge; League, Union, 14, 16, and 20 Repeater Grade 20%
Expert, 10, 12, 16 and 20 gauge ..... 33⅓&5%

SHELLS, LOADED—

Black Powder 40%
Smokeless Powder, medium grade ..... 40&5%
Smokeless Powder, high grade ..... 40&10&10

SHOT—

	25 lb bag
Drop, up to B	$1.90
Drop, B and larger	2.15
Buck	2.15
Chilled	2.15
Dust Shot	2.40

GUN WADS—℔ 1000—

B E., 11 up	$ 60	15%
B. E., 9 and 10	70	
B. E., 8	80	
B. E., 7	80	
P. E., 11 up	1.00	
P. E., 9 and 10	1.25	
P. E., 8	1.50	
P. E., 7	1.50	

Ely's B. E., 11 and larger ..... $1.70@$175
Ely's P. E., 12 to 20 ..... $3.00@$3.25

Anti-Rattlers

Fernald, Quick Shift, ℔ doz. pair, net .. $2.00
Burton's, ℔ doz. pair, Nos. 2 and 5 ..... 50c
Per doz. pair, No. 1 ..... 75c
Per doz. pair, No. 4 ..... 1.00

Kohler's:	℔ Gro.
Daisy, No. 4	Net. $4.20
Perfect, No. 2	Net. 6.00
Bolt Holder, No. 1	Net. 8.40

Anvils

Eagle Anvils, ℔ lb, net 8½c
Hay-Budden, Wrought ..... 9½@9¾c
Peter Wright's ..... 11@11½c
Trenton ..... 9 1-2@9¾c
Columbian, all steel, ℔ lb, net 9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill) ..... $18.00, 15&10%

Augers and Auger Bits

Boring Machine Augers 70%
Com. Auger Bits ..... 70&5@70&10%
Forstner Pat. Bits 25%
Ford Auger Bit Co:
Auger Bits, Car Bits, Machine Bits ..... 40@40&5%
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 20 ..... 40&7½%
Nobles Double Spur, No. 88 ..... 25%
No. 10, Extension Lip 25%
Car Bits, No. 10 ..... 25%
Car Bits, No. 30 ..... 40&7½%
Ring Augers 66⅔%
Jennings' Pattern ..... 60&5@60&10%
Snell's Auger and Car Bits:
Extra ..... 60&10%
No. 1 ..... 60&10&10%
Russell Jennings' Augers and Bits ..... 25&10&3½%

HOLLOW AUGERS—

Ames ..... 35&10%
Romney's Adjustable ..... $6.50@7.00
Hibbard's Adjustable ..... Net prices
Ives ..... 25&10%
Millers Falls, Goodell ..... 15&7½&10%
(Universal each $4.80 ..... 5%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat 25%
Clark's small, $18 ..... 60&10%
Clark's large, $28 ..... 60&10%
Ives' Model, ℔ doz. $60 ..... 50%

DOUBLE CUT GIMLET BITS—

Common, net ..... $3.00@$3.25
German Pattern, net ..... $4.75@5.75
Mayhew's Diamond ℔ doz. $1.35 ..... 40%
Snell's Bell Hangers 60%

TWIST DRILLS—

Bit Stock ..... 60&10&10@70%
Taper and Straight Shank ..... 60&10@60, 10&5%

SHIP AUGERS AND BITS—

Ford Auger Bit Co ..... 33⅓&5%
L'Hommedieu's 6%
Snell's 40%
Watrous' ..... 33⅓&7½%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
BRAD AWLS—	
Handled	$2.75@3.00
Unhdled, Shldered	63@66c
Unhandled, Patent	66@70c
PEG AWLS—	
Unhandled, Patent	$1@84c
Unhandled, Shldered	65@71c
SCRATCH AWLS—	
Handled, Com	3.50@4.00
Handled, Sooket	11.50@12.00

Awl and Tool Sets

Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7 ..... 50%
Miller's Falls Adj. Tool Handles:
Nos. 1, $12; 4, $12; 5, $18 ..... 20&10%

Axes

Single Bit, base weights:
First Quality $5.00
Second Quality $4.50
Double Bit, base weights:
First Quality $7.50
Second Quality 6.75

HATCHETS—

Regular list, first quality ..... 40&7½@—
Second quality ..... 50&10@—
Peck Edge Tool Co.:
Hatchets, shingling, etc 50%
Broad and Bb'l ..... 40&10%
Boy's Axes and Hatchets 50%

Axle Grease

Dixon's "Everlasting" Graphite:

1	lb cans ($6 in case)	15 ea.
2	" " "	25 "
10	" firkins ($ in case)	$1.20 "
25	" "	2.75 "
50	" kegs	5.00 "
100	" "	9.00 "
200	" half bbls	8½lb
375-400	lb "	

Snow Flake:	Net
One-quart cans, ℔ doz	$ 2.00
Two-quart cans, ℔ doz	3.20
One-gallon cans, ℔ doz	6.00
Five-gallon cans, ℔ doz	24.00
Quarter bbls. (15 gals.), ℔ gal	.45
One-half bbls. ℔ gal	.40
Bbls., ℔ gal	.35

Balances, Spring

Chatillon's:
Light, class A ..... 50@50&10%
Circular Balances, class C ..... 50@50&10%
Ice Balances, class B ..... 50@50&10%
Straight Balances, Class A1 ..... 40@40&10%
Class A2 ..... 40@40&10%
Class D, E, F 30%
Class G 20%

Balances, Sash

Caldwell's 50%
Pullman's ..... 50&10@60%

Beef Shavers

Enterprise:
Japanned, each, $6.00 ..... 25@30%
Tinned, each, $10.50 ..... 25@30%

Bells

HAND—

Hand Bells, polished brass ..... 50@50&10%
Nickel Plated ..... 40&10@50%
Pure bell metal ..... 50&10%
Silver chime ..... 25@30%
Swiss ..... 50&10@50&10&5%
White metal ..... 50@50&5%

DOOR—

Trip, Gem ..... 30&10%
Gong, Abbe's ..... 40@40&10%
Gong, Yankee ..... 40&10@40%

NEW Departure:

Rotary ..... 30@10%
Push 30%

COW—

Common wrought ..... 75&5%@75&10&5%
Kentucky ..... 70@70&10%
Texas Star 50%
Western, Sargent's list ..... 70@70&10%

Bellows

Blacksmiths' ..... 60&10@65%
Hand ..... net prices
Moulders' ..... " "

Belting Rubber

Boston Belting Co:
"Boston" 50%
"Imperial," seamless stitched 45%
Niagara 60%
New Jersey Car Spring & Rubber Co:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Miller's Falls ..... 15&10%

Binder Twine

	Per Pound
Sisal	9@9½c
Standard	9@9½c
Standard Manila	10¾@11c
Manila	12@12½c
Pure Manila	13¾@14c

Bit Holders.

Angular ℔ dozen $24.00 ..... 45&10%
Extension:
Barber's, ℔ doz. $15.00 ..... 45@50%
Ives' ℔ doz. $20.00 ..... 60&10%

Blind Adjusters

Columbian 33⅓%
Domestic, ℔ doz. $8.00 ..... 33⅓%
Excelsior, ℔ doz. $10.00 ..... 50&10&2%
North's 10%
Upson's Fatent 40%
Zimmerman's ..... 50&10%

Blind Fastenings and Tenons

Security Gravity, ℔ gr $9.00
Zimmerman's ..... 50&10%

Blocks, Tackle

Common Wooden 75%
B. & L. B. Co:
Boston Wood Snatch, 50%; Eclipse Steel, 75%; Hollow Steel, 50&10%; Star Wire Rope, 50%; Tarbox Metal Snatch, 50%; Tarbox New Style Steel, 50&10%; Wire Rope Snatch, 50%
Lane's Patent Automatic Lock and Junior 30%
See also Machines, Hoisting.

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel Japanned, Round Brass Knob:					
Inch	3	4	5	6	8
Per doz	.20	.25	.45	.60	.80

Cast Iron Spring Foot, Japanned:			
Inch	6	8	10
Per doz	$1.20	1.50	2.25

Cast Iron Chain, Flat, Japanned:			
Inch	6	8	10
Per doz	$1.00	1.40	1.85

Cast Iron Flat Shutter, Japanned, Brass Knobs:			
Inch	6	8	10
Per doz	.75	.95	$1.25

Wrought Barrel, Japanned ..... 80@80&10%
Barrel Bronzed ..... 60&10%
Spring ..... 70&10@70&10&10
Shutter ..... 50&5@50&10&5%
Square Neck ..... 75@75&10%
Square ..... 70&10&10%
Ives' Patent Door 55%
ves' Wrought Metal 45%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x8 and smaller ..... 70&5%
Larger and longer ..... 60&21-2%
Phila. Eagle, $6.00 list May 24, '99 ..... 80%

Bolt ends, list Feb. 14, '95 ..... 65@65&5%
Bolt ends, with C and T nuts 80%
Machine, ⅝x4 and smaller ..... 70&7 1-2%
Machine, larger and longer ..... 60&7 1-2%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99 ..... 80%
Bay State, fluted 75%
Eagle Phila 33⅓%
Norway, Phila 80%
Common 80%
Norway, Phila 80%
Portchester, Norway 80%
Phila 33⅓%

STOVE AND PLOW—

Plow ..... 65&5%
Stove ..... 35@35&5%

MISCELLANEOUS—

Sink 33 1-3%

Bone Mills

Enterprise ..... 25@30%
Stearns 40%

Borers

Enterprise 25%

	Each	$1.25,	$1.75,	$2.50
Nos.		1	2	3

C. E. Jennings & Co.:
No. 8 ..... 20&10%
No. 10 ..... 25&10%
Common ring ..... 20&10%
Ives ..... 25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		65&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat	$3.50,	$3.75
Ajax		40%
Phillips		$4.00 net

Box Scrapers

Bradley's 30%
Stanley's Adjustable 45%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal" ..... 20&10&10%
Standard Metal Strap Co's.:
Eclipse ..... 20&10%

Braces

Barbers' ..... 50&10&10@60&10%
Barbers' Ratchet ..... 60@60&10%
Common Ball American $1.50
C. E. Jennings & Co.:
No. 108@114½ ..... 50&5&10%
No. 208½@214½ ..... 50&5&10%
Lancaster Mach. & Knife Works 50%
Fray's Gen. Spofford's 40%

Brackets

Griffin's Folding ..... 70&10%
Griffin's Pressed Steel ..... 75&7&10%
Bradley's Pat., full cases ..... 80@80&10%
Bradley's, in broken cases ..... 75&10@80%
Baine's Adjustable 25%

Bright Wire Goods

Steel Wire Goods ..... 80&15%
Brass Wire Goods 90%
Brass Cup and Shoulder Hooks ..... 70&15%

Bull Rings

	2	2½	3 inch
Steel	$0.70	0.75	0.80 doz
Copper	1.40	1.50	1.90 doz

Butchers' Cleavers

New List, Feb. 1, 1906:
Foster Bros., flat heads 30%
Foster Bros., round heads 30%
Lancaster Mach. & Knife Works 33⅓40%
L. & I. J. White 30%
Plumb's 30%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star ..... 15&10%
C. E. Jennings & Co. ..... 25&7½%

Butter and Cheese Triers

Ordinary Black Handle 25%
Humason & Beckley's 40%

Butt and Rabbet Gauges

Stanley's ..... 25&10%

Butts

BRASS—

Wrought Brass, New list ..... 65@45&10%

CAST IRON—

Fast Joint, bread ..... 40&10@50%
Fast Joint, narrow ..... 40&10@40%
Loose Joint ..... 70&10@75%
Loose Joint, Japanned ..... 70&10@75%
Loose Joint, Jap. with Acorns ..... 70&10@75%
Loose Pin ..... 70&10@75%
Mayer's Hinges ..... 70@70&5%
Parliament Butts ..... 70@70&5%

WROUGHT STEEL—

	Discount.
Reversible and Broad	70&5%
Light reversible, Light Narrow	70&5%
Loose Joint, Narrow L'ht, Inside Blind, etc	70%
Back Flaps, Table Chest	60%

Can Openers

	₱ doz
Sprague, Iron Handle	30@35c
Sprague Wood Handle	35@40c
Sardine Scissors	$1.75@3.00

Cartridges

See Ammunition.

Casters

Bed	60&10%
French or Philadelphia Iron wheel	70&10%
Plate	60&5%
Payson's Furniture	70&10&10%
Payson's Truck	70&10%
Standard, Ball Bearing	45%

Cattle Leaders

Small, doz. 50c; large, 60c
Covert Mfg. Co.:
Cotton, 45%; Hemp, 45%; Jute, 35%; Sisal, 20%

Chain

American Coil, Straight Link:

Inch	₱ 100 Lbs.
3-16	$8.77
¼	6.17
5-16	5.02
⅜	4.57
7-16	4.37
½	4.27
9-16	4.22
⅝	4.17
¾	4.07
⅞ to 1	4 02
1¼ to 1½	4 12

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain 40%

Chains

Galvanized Pump chain, ₱ lb. 4½@4½c
Ger. coil, list July 24, '97 60&10&10@70%
Ger. Halter chain, list July 24, '97 60&10&5%
Jack chain, Iron 60&10%
Jack chain, Brass 50&10%
Oneida Wire Dog chains 45@50&5%
Trace, Wagon and Fancy Chains:
New list 60%
Bridgeport Trace chains 65%
Stake chains 65%
Heel chains 80%

COW TIES—

American 45@50%
Niagara 45&5@50&10&5%
Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 35%
Sisal 20%

Chain Guards

Aluminum S. & N. Co. 50%

Carpet Stretchers

Bullard ₱ doz. $4.00
Montross' "Excelsior" and Tack Hammer Combined, ₱ doz. $6.00 20%
Cast iron, Steel points, ₱ doz. 60 @60&10%
Sockets, ₱ doz. $1.60

Carpet Sweepers

Sterling Carpet Sweepers:

Model A, Nickel trimmings		25.00
" B, Japd.	"	21.00
" " Nickel	"	23.00
" C, "	"	21.50
" D, Japd.	"	19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise 25%@30%
Goodell's Family, net ₱ doz. $5.00
Rollman's, net., ₱ doz. 6.00

Chisels

SOCKET FRAMING & FIRMER—

Standard Lists 70&10@75%
L. & I. J. White 30@30&5%
C. E. Jennings & Co., No. 70 25&10%
Jennings & Griffin Mfg. Co. 60%

TANGED & MISCELLANEOUS—

W. & S. Butchers' $4.75@$5.00 to £
C. E. Jennings & Co. 25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels 25%
Tanged Gouges 25%
Tanged Firmers 30&5&35%
Tanged Gouges 33⅓%
L. & I. J. White 25&5%

COLD CHISELS—

Good quality, ₱ lb. 13&15c
Snell's best C. S. 40&5%
Cronk's 50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$2.25
Star Shank	2.24
Star Socket	4.05

Clippers

HORSE—

Chicago Flexible Shaft Co's.:

	Each.	
Lightning Belt Clipping Mach.	$15.00	30%
New '98, Chicago	8.75	
1908 Chicago	10.75	
Twentieth Century	5.00	

Coach Oil

Snow Flake.		
One-pint cans, ₱ doz.	$ 3.00	40&10%
One-quart cans, ₱ doz.	4.80	
One-gallon cans, ₱ doz.	15.00	
Five-gallon cans, ₱ doz.	66.00	30%

Cocks, Brass

Hardware List:
Plain Bibbs, Globe, Kerosene Racking, Liquor, Bottling, &c. 60&10@65%
Compression Bibbs 65&10@60%

Coffee Mills

Box and Side 50&10%
Enterprise Mfg. Co. 20@25%
Lane Bros. Co. 30%

Compasses, Dividers, &c

Atnol Calipers and Dividers 40%
Compasses, Calipers, Dividers 70@70@75%

Coopers' Tools

L. & I. J. White 20@20&5
Sandusky Tool Co. 20@20&10%

Corkscrews

Detroit Cork Screw Co. 33⅓%
Humason & Beckley Mfg. Co. 50&10%
Samson, ₱ doz. $10.00

Corn Knives and Cutters

Bradley's net
Wadsworth's 60%

Countersinks

Mayhew's Diamond 40@45%
Smith's 25%
Snell's 40%
Wheeler's Patent 50%

Cow Ties

See Chains.

Crayons

Sargent's List 20%
Dixon's:

	₱ Gro.
Eclipse, 7 in., $3.75; 9 in.,	$4.88
Emerald	5.00
Oriole	5.01
Rainbow	3.12
Solid	7.50
Tailor, black, $3.62; red and blue	9.00

Zelnicker's Lumber. ₱ gro.
White and Purple. Indelible $7.50
Blue, Red, Green, Yellow and Terra Cotta, $6.50; Black $4.00
Giant Lumber, 5½ in. x 18-16 in. round, all colors, $16.25; Indelibles $14.75
Genu ne Soapstone, Metal Workers', 5 in. x ¼ in. Round, $3.50; 5 in. x ¼ in. Square, $1.75; 5 x ½ x 3-16, $3.50; 5 x 1¼ x 3-16 $3.00

Curry Combs

Kohler's 40%
The Metal Stamping Co. 40%
Southington Cutlery Co's. 25&10%

Cutlery

Foster's Pocket 50%
Carriers' Pocket 50%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass 40%
Embossed Gilt 30&10%
Leather 40%
Union Hd'wre Co., new list 50@50&10%

Door Checks

Bardsley's 45%
Columbia 50&10%
Eclipse 60&10%
Home 50&10%
Pullman Screen, ₱ gross net $54.00

Door Holders

Empire 50%
Superior 33⅓%

Door Springs

Columbian Steel 20%
" Faultless 50%
Gem (Coil), list Oct. '95 20%
Pullman, Perfect 25%
Pullman Coil 35%
Star (Coil), list Oct. '95 30%
Torrey's Rod, 39 in., ₱ doz. net $1.10
" " 48 in., " " " 3.50
Victor, Coil 50&10&10%
Chicago Coil Springs 40&10%
Reliance Coil Springs 40&10%

Drain Cleaners

Iwan's Adjustable 50%
Iwan's Stationary 40%

Drawing Knives

Standard List 75&5@75&10%
Adjustable Handle 25@25&10%
Jennings & Griffin 70&10%
Watrous 16⅔%
L. & I. J. White 20&5@25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's 50&10%@60&10%
Blacksmiths' $1.50@$1.75
Breast, Miller's Falls, each $3.00 15&10%
Hand, Goodell's 50&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00 33⅓%

TWIST DRILLS—

See Augers and Bits.

Drive Punches

Bemis & Call's:
Hand forged, round 50%
Hand forged, oval 50%

Egg Beaters

	₱ Doz.	₱ Gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz.,	$3.60	1.15 13.00
No. 1, Tinned	1.40	16.20
No. B, Japanned, hotel size.	1.85	23.00
No. 5, Japanned, Dasher flared	1.65	19.20
No. 2, Tinned, hotel size	2.00	24.00

Emery Wheel Dressers.

Sterling 35%

Escutcheons

Wood 25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Woostenholm's	3.25

Faucets

Petroleum 70&10@75%

SELF MEASURING—

Enterprise ₱ doz. $36.00 40&10%
Lane's 40&10%

Files

DOMESTIC—

New list, Nov. 1, 1899:
American 75&10@75&10&10%
Arcade 75&10@75&10&10%
J. Barton Smith 75&10@75&10&10%
Delta 70%
Disston's 75%
Disston's Superfine 50%
Eagle 75&10@75&10&10%
Great Western 75&10@75&10&10%
Kearney & Foot 75&10@75&10&10%
McClellan 75&10@75&10&10%
Nicholson 70&10@75&5&5%
Nicholson's X. F. Files 40@40&10%
Royal 30@30&10%

IMPORTED—

Stub's Stub's list, 33⅓@40%

Filters

Acorn 50%
Fulper's Natural Stone $3.50@$13.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list 30@30&10%
Kirby & Limerick, low list (50c. base) 10%

Fishing Tackle

	₱ Doz
Bishop's:	
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American 60&20%

Freezers, Ice Cream

Qts.	1	2	3	4	6
Each	$1.25	$1.60	$1.90	$2.20	$2.80

Fruit, Wine & Jelly Presses

Enterprise 20@25%

Fry Pans

Common Lipped:

Nos.	1	2	3	4	5
₱ doz.	.75	.80	.90	1.10	1.50

Kitchen Specialty Co.: Net ₱ Gro.

Size AA	$5.50
" A	7.80
" B	8.40
" C	9.00

Gauges

Disston's Mortise 67½%
Marking Mortise, etc. 50&50&10%
Stanley's 35%
Starrett's Surface, Center and Scratch. 25&10%
Wire, Morses 25%
Wire, P. S. & W. 33⅓%

Gimlets

SINGLE CUT—

Numbered Assortments, ₱ Gro.
Nail, Metal No. 1, $2.00; 2, $2.20
Spike Metal No. 1, $4.00; 2, $4.20
Nail, Wood Handled No. 1, $2.30; 2, $2.60
Spike, Wood Handled No. 1, $4 30; 2, $4.60

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid 25&25&10%
Mystic 40%
Martins 40%

Glue Pots

See Hollow Ware.

Graphite, Lubricating

Dixon's Pure Flake:
632— 1 lb. cans 20c. ea
633— 5 lb. screw top tin cans 85c. ea
634— 10 lb. screw top tin cans $1.60 ea
644— 25 lb. boxes 15c. lb
645— 50 lb. boxes 14½c. lb
646—100 lb. kegs 14c. lb
647—250 lb. barrels 13c. lb

Grass Shears

Cronk's: Net ₱ doz
Long Handle, with roller $3.00

Grindstone Fixtures

Cronk's 50%
P. S. & W. 25%
Stowells Extra Heavy 40&10%
Stowells Light 50%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz $3.50

Halters

Covert Mfg. Co.:
Jute Rope Halters 35%
Sisal Rope 20%
Web Halters 30&2½

Hammers

HANDLED HAMMERS—

Henry Cheney Hammer Co.:
Adze Eye 40&10&10%
Blacksmiths' Hand 50&10%
Machinists' 60&10%
Tinners' Hand 50&10%
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75 50%
Maydole's 33⅓&5@40&10%
Sargent's new list 40%
Fayette R. Plumb:
Plumb, A. E. Nail 40&2½%
Engineers and B. S. Hand 50&10&5%
Quaker City Hammers 40&10%
Riveting and Tinners' 40&7½%

HEAVY HAMMERS & SLEDGES—

Under 3 lb 50c lb 30&5%
3 to 5 lb 40c lb 30&5%
Over 5 lb 30c lb 30&10&5%
Wilkinson's Smiths 9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute 35%
Sisal 25%

Handles

WOOD—

Auger, assorted, ₱ gro $6.75
Auger, large, ₱ gro 9.25
Auger, Ives' Pat., No. 1 60&10%
No. 2 to 8¾ 40%
Axe, Pick, etc. 60&10%@60&10&5%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron 35@35%
Brad Awl, ₱ gro $1.85@$1.7
Chisel, Worcester, leather capped, ₱ doz. net $1.50
File, assorted, ₱ gro $1.80@$1.40
Firmer, Chisel, Apple, assorted, ₱ gro. $2.40@$3.5
Hammer, Hatchet 60&10%
Hoe, Rake and Fork 60@45&25
Rollis Hdw. Co. Hafts, $2.00 40&10%
"Simplicity" File Hdls, ₱ gro $1.25&1.50
Saw and Plane 60&10@60%
Shovel and Spade, Wood D Handle 40%
Shovel & Spade, Long H'ndles 40@45&5%

CROSS-CUT SAW HANDLES—

Atkins 40%
Champion 50%
Disston's 60%

Hangers, Barn Door

Old Pattern ..... 60&10%
New England ..... 66⅔&47.5%
Chicago Spring Butt Co.:
Friction 25%
Oscillating 25%
Big Twin 25%
Lane's:
Covered ..... 60&5%
Standard ..... 60&10%
Special, No. 25 ..... $3.50
" " 30 ..... 4.25
" " 40 ..... 5.00
" " 50 ..... 6.25
Hinge Hangers 6.00
Track for Hinge Hangers, 1 in. 3.50
" " " " 1¼ in. 4.25
O. N. T. Tr., 1 in. 3.12½
Cronk's:
Loose Axle, Steel Cord 60%
Roller Bearing 70%
Huge, ₱ doz. net $6.00
No. 50 Light Door Hanger $3.60
No. 60 Can't Jump " $4.00
Rail for Hinge Hangers 4c
" Common or O. N. T. 3c
" Cronk Dbl. Brand 3½c
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr. ..60&10%
Myers' Stay-on 60%
Wilcox's New Century ..... 50&10&10%

Hangers, Garment

Pullman's ..... ₱ gro. net $6.00

Hangers, Parlor Door, Etc

Lane's:
Standard ..... net $3.15
Ball Bearing ..... " 4.10
No. 105 ..... " 2.55
New Model ..... " 2.50
New Champion ..... " 2.25
Patent Automatic Junior 70%

Hangers, Timber and Joist

Lane Bros. Co ..... 33⅓&5%

Hardware Shelving

OAK CABINETS—

J. D. Warren Mfg. Co.:
No. B 488, 40 drawers, no partitions, run. ft., $3.60; net each $30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.28; net each 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54.28
OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf. run. ft., $2.25; net each 18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each 22.92
NAIL BIN BASES—
No. 1782, 12 spaces, 150 lbs. each, run. ft., $3.71; net each 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.53; net each 30.68

Hasps and Staples

Cronk's 50%
McKinney's "Perfect" 60%
Wrought ..... 87 1-2@87 1-2&10%
Wrought, Stanley 30%
Wrought, Griffin 30%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track .. $7.00
Myers Unloader, wood track 7.00
Comb. Car, Double steel T 7.00
Comb. Car, wood track 7.00
Rev. Car, Double steel track 7.00
Rev. Car, wood track 7.00
Myers Unloader, cable 7.00
Myers Unloader, single rail 7.00
Sure Grip Sling Car, steel or wood track 12.02
Dbl. Rail steel track, complete, ₱ ft. ..... —
Single Rail steel track, complete, ₱ ft ..... .20
D. H. Fork steel, regular, each 1.60
Nellis Fork, each 3.00
Double Grapple Fork, each 7.00
Sprouts, Shear Fork, each 1.50
Walker Fork, each 2.50
Common 6 in. wood sheave pulley, Fig. 482, ₱ doz 3.20
Faultless steel frame K. P. pulley, Fig. 485, ₱ doz 4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz 3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz 4.80
Reed Wood Frame pulley with hook, Fig. 484, ₱ doz 4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz 3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz 4.50
Hanging Hooks for double steel track, ₱ doz 1.40
Hanging Hooks for single steel track, ₱ doz 1.40
Hanging Hooks for wood track, 10 in., ₱ doz 1.00
16 in., ₱ doz 1.20
Floor Hooks, ¾ in., ₱ doz 1.40
Malleable Rafter brackets, ₱ doz ..... .70
Wrought Rafter brackets, ₱ doz ..... .70
Rope Hitch, ₱ doz 3.20

Discount on above 45%

Hay and Straw Knives

Auburn Hay, com. and spear point .. 40&10%
Iwan's Hay, sickle edge, ₱ doz., net ... $9.50
Iwan's Hay, imp. serrated, ₱ doz., net 10.00
Kohler's Hay, sickle edge, ₱ doz., net. 9.50
Auburn Straw ..... 40&10%
Weymouth, pat., ₱ doz., net $6.00
Wadsworth's ..... 40&10%

Hedge Trimmers

Wadsworth's:
No. 1 ..... 10%
No. 2 ..... 10%

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap { 6 to 12 in., ₱ lb ..... 3½c; 14 to 20 in., ₱ lb ..... 3½c; 22 to 26 in., ₱ lb ..... 3½c }

STRAP AND T HINGES &c.
(New Prices.)

List December 20, 1904:
Light Strap Hinges ..... 50&10% } Extra 10 & 7½ —
Heavy Strap Hinges ..... 60&5%
Light T Hinges 50%
Heavy T Hinges 40%
Extra Heavy T Hinges ..... 50&10%
Hinge Hasps 33⅓%
Corrugated Heavy Strap ..... 60&5%
Corrugated Ex. Heavy T ..... 50&10%

SPRING HINGES—

Hommer Brothers:
Bommer Spring Hinges 40%
Bommer B. B. Floor Hinges 40%
Bardsley's Patent Checking 33⅓%
Chicago Spring Butt Co.:
Chicago Spring Hinges 25%
Triple End Spring Hinges 50%
Chicago Ball Bearing Floor Hinge 50%
Garden City Fire Engine House Hinge..25%
Keener's Saloon Door Hinge 25%
Columbian:
Steel Hinges ..... 60&10%
Floor Hinges ..... 65&10%
American 30%
Gem 30%
Oxford 30%
Acme, Steel 30%
" Brass 25%
Niles Mfg. Co ..... 30&5%
Superior:
Floor Hinges 33⅓%

GATE HINGES—

Clark's, Nos. 1, 2, 3 ..... $2.00 @ $5.00
N. E., ₱ doz., $7.20 ..... 60%
N. E., Reversible, ₱ doz., $5.60 ..... 60%
N. Y. State, ₱ doz., $4.90 ..... 60%
Western, ₱ doz., $4.20 ..... 60%

BLIND HINGES—

Parker ..... 70@75%
Sargent's, Nos. 1, 3, 5, 11, 13 ..... 75%
W. H. Co's., No. 2 Mortise Gravity .. 60&10%
Stanley's Steel Gravity Blind Hinges with Screws, ₱ doz $1.25

Hitching Cords

Covert Mfg. Co 45%
Hitchers Stall ..... 30&5%

Hoes

Cronk's
Socket, Beveled $2.00
S. S. " 1.75
Weeder, No. 1 ..... 2.40
" No. 2 ..... 2.75
Onion, No. 0 ..... 2.50

Hollow Ware

ENAMELED—

Agate Nickel Steel Ware 33⅓

STEEL HOLLOW WARE—

"Never Break" Steel:
Spiders, Griddles, &c ..... 65&5%
Maslin Kettles, &c 60%
" " Porcelained .. 50&5@50&10%

STOVE HOLLOW WARE—

Blacklock:
Ground ..... 50&5%
Plain or Unground 60%
Country Ware ₱ 100 lbs. net $3.00
Enameled Ware ..... 45&10%

WHITE ENAMELED WARE—

Maslin Kettles ..... 65&10%
Tinned Boilers and Saucepans ..... 35&10%
Enameled ..... 45&10%

GLUE POTS—

Tinned ..... 30&10%
Enameled ..... 35&10%

Hooks

BUSH—

Jennings & Griffin's ..... 33⅓&5%
Wadsworths ..... 55&10%

CAST IRON—

Ceiling, Sargent's list ..... 50&10@60%
Chandelier ..... 60@60@10%
Clothes Line, Sargent's list ..... 50&10&10%
Coat and Hat, Sargent's list ..... 50&10@20%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp ..... 60@60&10%
Picture ..... 50&10%
Screw Hat ..... 60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz ..... $1.05@$1.25

MEAT—

Enterprise 40%

WIRE—

Atlas, new list, single cases 30%
Atlas, Metal Clasp ..... 75&10%
Wire Coat and Hat, Acme ..... 60&10%
Wire Coat and Hat, Gem ..... 70&5%
Parker Wire Goods Co., King ..... 70&10%
Wire Ceiling, Gem ..... 70&5%

MISCELLANEOUS—

Belt 30%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks 40%
Grass, Wadsworth's 60%
Cronk's, Grass, ₱ doz $3.00
Hooks and Eyes, Brass ..... 60@60&10%
Hooks and Eyes, Mal. Iron ..... 70@70&10%
Cotton, box and hay ..... 60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c	40&5%
American, all sizes, net						9½c
Nos.	6	7	8	9	10	
Anchor and New Haven	12c. net for all sizes 5 to 10.					
Nos.	6	7	8	9	10	
Ausable	23c	23c	23c	24c	23c	50&10%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	23c	23c	23c	24c	23c	50%
Livingston	19c	18c	17c	16c	16c	10%
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%

Horse, Mule, &c., Shoes

F. O. B. Pittsburgh:
Iron, per keg $4.10
Steel, " 3.85
Burden's all sizes 3.90

Horse Ties

Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Sisal 30%
Jute 45%

Hose, Rubber

Boston Belting Co.:
"Boston" 50%
Niagara 60%
N. J. Car Spring & Rubber Co.:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%
Standard ..... 70&10%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross ..... $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, ... No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain ..... 20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50 ..... 20%
Butcher Knives 25%
Shoe Knives 25%
Cronk's Chopping, net ₱ doz $1.50
Foster Bros., butcher, &c 30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw

Wadsworth ..... 40&10%

Knife Sharpeners

Pike's:
Nat. Grit Carving Knife Hones ₱ doz $3.00
Solid Stone Carving Knife Hones ₱ doz $2.25
Quick Edge Pocket Knife Hones ₱ doz $2.50
Mounted Kitchen Sandstone ₱ doz $1.50
} 50%

Knobs

Bardsley's wood, door, shutter and base 15%
Base, rubber tip, 2¾ in bead, ₱ gro. ..... $1.25@$1.50
Door Mineral ..... 65@70c
Door Por. Jap'd ..... 70@75
Door Por. Nickel ..... $3.06@$3.15

Lanterns

C. T. Ham, Class A, B, C and D ..... 40&10%

Latches

₱ Doz.
Cronk's barn door, net $2.00
Lane's Barn Door ..... 40&10%

Lawn Mowers

Genuine Philadelphia Hand Mowers:
Style A (all steel) 10 in. wheel .. 60&10&5%
Style E, Rear cut, 10 in. wheel .. 70&10&5%
Styles K, C, M, S, T ..... 70&10&5%
Drexels and Gold Coins 40%
Dewey's 30%
"All Day" and "New" Mowers, net prices
Genuine Philadelphia Horse and Pony Mowers:
26 in. Wrought frame Philadelphia 30%
30 and 35 in. Phila. D. P. & S. & S. 40%
Eagle 30, 35 & 40 in. S. & S. 30%
IXL 30, 35 & 40 in. S. & S. 50%
25 & 30 in. 2 man or pony 50%

Lawn Sprinklers

Enterprise ..... 25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$20.00	30%

Kohler's:
Daisy, net, ₱ doz $7.50
Mystic 6.00
Rainmaker 4.20
Dew Drop 1.20

Leads

Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 35%
Sisal 20%

Lemon Squeezers

Berger Bros., ₱ doz. 8 in., $1.00; 10 in., $1.40 ..... 20%
Hotchkiss, Straight Flush, ₱ doz $9.60
Little Giant ..... 50@50&5%
Porc. lined, Iron, ₱ doz $1.75
Porc. lined, Wood, ₱ doz $1.35
Wood, common, ₱ gro. ..... No. 0, $5.25 @$5.50; No. 1, $3.25@$3.50

Levels

C. E. Jennings & Co's.:
Hexagon ..... 25&10%
Iron Bench, new design ..... 25&10%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet ..... 40&10%
Cotton Trot 20%
Samson Cot., Nos. 4, $3.50; 4½, $3.75 ..... 20%
Silver Lake braided, ₱ gro., Nos. 0, $3.00; 1, $3.50; 2, $7.00; 3, $7.50 ..... 20%
Wire Clothes:

	18	19	20
100 feet	$3.50	$3.75	$3.00
75 feet	1 75	1 85	1.10

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co ..... 40 &
R. & E. Mfg. Co 10
Reading Hardware Co 40%
Sargent & Co ..... 40 &

CABINET—

Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00 .. 40%
Ames Sword Co ..... 40@45%
Champion 40%
Corbin Cabinet Lock Co.'s ..... net
Eagle 40%
Smith & Egge bicycle 50%
Wrought steel and brass ..... 75&10%
Yale Lock Co ..... net

TRUNK—

Corbin's 40%
Eagle 40%

Machine Bolts

See Bolts.

Mallets

Hickory ..... 45@5&50%
Lignumvitæ ..... 45@5&50%
Bliss:
Carpenters, Tinners, Box, Carvers ... 33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden 33⅓%
Regular Goods ..... 70&5@70&10%

Meat and Food Cutters

American 30%

Nos.	401	402	403	404	405	406	407
Each	$5	$7	$10	$25	$50	$80	

Dixon's, ₱ doz 33⅓%

Nos.	1	2	3	4
Each	$14	$17	$19	$30

Enterprise ..... 35@35&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$3	$4.50	$6

Little Giant ..... 40@50%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz ..... 30@30&5%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise) ..... 25@30%

Meat Juice Extractors

Enterprise ..... 25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	20c
Kosmic	12c
Magnolia, Anti-Friction	25c
Mystic	16c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00 ..... 40%
Sargent's ..... 60@60&10%

Mitre Boxes

C. E. Jennings & Co.....25%
Seavey's.....45%
Stanley Rule and Level Co.:
Nos. 240 to 440.....30%
Nos. 50 and 60.....35%

Mop Wringers

	₱ Doz.
No. 1 Reliance	$12.00
No. 2 Reliance	16.00

Motors

COFFEE MILL—

Specialty Novelty Co., each.....$8.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads.....87½@87½&10%

PICTURE—

Niles' Patent.....40%
Porcelain head, combination list....60&10%
Porcelain head, Sargent's list.....30%

Nail Nippers

"Gem," ¼ gross lots, ₱ gross.....$21.00
" less quantity, ₱ dozen..... 2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net.....$7.50
Black Hawk, ₱ dozen.....9.00
Cyclops.....50%
Cronk's, ₱ dozen, net.....$12.00
Eureka, No. 74, ₱ doz., net.....$3.50
Eureka, No. 75, ₱ doz., net.....$6.00
Giant, No. 1, ₱ doz., $13.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning, ₱ doz., $18.00.....20%
Morrills No. 1, list $30.00.....50%
National, ₱ doz., $24.00.....10%
Pelican, ₱ doz., $ 9.00.....40@40&10%
Rollis Hardware Co., No. 1, $18.00...50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	3.50@3.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	.55
Corrugated	40&10%
Knurled	40&10%

Nippers

Acme.....50&5%
Nettleton Mfg. Co.:
Reversible Cutting.....40%
Smith's cutting.....50%
Todd's cutting.....50%

Nut Crackers

	₱ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $3.00	30%

Nuts

Cold Punched:

	Off List
Mfrs. or U. S. Standard.	
Square, blank	$4.80
Hexagon, blank	5.10
Square, blank, C. T. & R	5.10
Hexagon, blank, C. T. & R	5.70

Hot Pressed:

	Standard
Mfrs. U. S. or Nar. Gauge	
Square, blank	5.00
Hexagon, blank	5.40
Square, tapped	4.70
Hexagon, tapped	5.10

Oils

Linseed, city, boiled, in barrels } See "Review of Markets"
Linseed, city, raw, in barrels. } See "Review of Markets"
Out of town on spot. } See "Review of Markets"
Calcutta, raw, in barrels. } See "Review of Markets"
Lard, prime city, ₱ gal.....75@77c
Lard, Extra, No. 1.....58@55c
Lard, No 1.....49@52c

Oilers

Brass and copper.....50&10
Tin or steel.....65&10&5@70%

	₱ Doz
Cushman & Denison's:	
Perfect oilers	$1.50
Star pocket oilers	.75
"Paragon," brass	50&10%
"Paragon," zinc	65&10%

American Tube & Stamping Co.:
Spring bottom cans..... 70@70&10%
Railroad oilers, etc.....60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':
Hindostan, large axe..... 8c ₱ lb } 40%
" small "..... 10c " " }
Queer Creek Axe..... 16c " " }

OIL STONES—

Pikes':

Lily White Washita	60c	₱ lb
Rosy Red "	60c	" "
Extra "	50c	" "
No. 1 "	40c	" "
No. 2 "	25c	" "
Lily White " round edge slips	90c	" "
No. 1 Washita, round edge slips	70c	" "
Washita Pen Knife pieces	70c	" "
No. 1 Hard Arkansas stone 3 to 5½ in. long	$3.80	" "
No. 1 Hard Arkansas stone 5½ to 8 in. long	$3.50	" "
No. 1 Soft Arkansas stone 3 to 5½ in. long	$1.50	" "
No. 1 Soft Arkansas stone 5½ to 8 in. long	$1.70	" "
Soft Arkansas, round edge slips	$3.50	" "
Hard Arkansas, round edge slips	$4.00	" "
Hard Arkansas Pocket Knife pieces	$4.00	" "

} 35%

Pikes':
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes.....40%
India Oilstones, all grades and sizes.....35½%
Queer Creek Oilstones.....20c ₱ lb } 40%
Chocolate Oilstones.....50c " " }
Regular Hindostan.....8c " " }
Small Hindostan.....10c " " }
Pike's Selling Assortments:

Assortment No. 1	$20.00	net
" " 2	12.00	"
" " 3	15.00	"

Packing, Steam

RUBBER—

Boston Belting Co.:
Phoenix, net ₱ lb.....50c
Plumbago.....50%
Pure Packing, "Excelsior".....50%
Extra.....60%

MISCELLANEOUS— ₱ Lb

American Packing.....70c
Cotton Packing.....16@25c
Italian Packing.....9@12½c
Jute.....4@4½c
Russia Packing.....8@11c

Padlocks

See Locks.

Parers

APPLE—

Goodell Co.,		
Family Bay State	₱ doz	$15.10
Improved Bay State	"	66.00
New Lightning	"	7.00
Turn Table '98	"	6.00
White Mountain	"	5.00
Bonanza Improved	each	7.50
Dandy	"	10 00
Eureka Improved	"	20.00
New Century	"	20.00
Ranger	"	25.00
Livingston Nail Co.,		
Daisy	₱ doz	4.50
Little Star	"	5.00
Rocking Table	"	6.20
Reading Hardware Co.,		
Advance	₱ doz	4.00
Baldwin	"	4.50
Reading 72	"	5.25
Reading 78	"	6.25

POTATO—

Saratoga	₱ doz	7.00
White Mountain	"	6 00

Pencils

	₱ Gro
Dixon's:	
Carpenter's	$3.50@3.75
Carpenter's, blue or red lead	4.80@9.00
Office	2.19@7.50
Lumber	6.87
Colored lumber	9.00
Black artists	9.87
Colored	4.38@7.50
Assortment boxes	1.31@3.75

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 28, 1899.....70&5@70&10%

Pipe Hangers, Conductor

Iwan's, Perfection wire.....50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.).....35&2½%
Bench, first quality.....30@30&10%
Bench, second quality.....40@40&10%
C. E. Jennings & Co.....50&10%
Molding.....25@25&10%

IRON PLANES—

C. E. Jennings & Co., iron.....50&10%
Sargent's.....60@60&10%
Standard Tool Co.....50@60&5%
Stanley Rule & Level Co.:
Bailey's.....35%
Miscellaneous.....30&5%

PLANE IRONS—

Buck Bros.....30%
C. E. Jennings & Co.....16⅔&10%
Stanley R. & L. Co.....35%
L. & I. J. White.....20&5@25%

Pliers and Nippers

Acme Nippers.....50&5%
Button.....75@75&10%
Cronk & Carrier Mfg. Co.:
American Button.....75&10%
Cronk's.....60%
Stub's Pattern.....45%
Combination and others.....33⅓%
eller's Farriers' Nippers, Pincers
Hand Tools.....40&15@40&10&5%
The Nettleton Mfg. Co. Reversible Cutting Nippers.....40%
P., S. & W. Tinners Cutting Nippers...40%
Utica Drop Forge & Tool Co.:
Pliers and Nippers, all kinds.....40%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co.....33⅓%

Plumbs and Levels

Davis':
Inclinometers.....20%
Iron Levels.....35&10%
Disston's Plumbs and Levels.....60&10%
Disston's Pocket Levels.....60&10%
C. E. Jennings & Co.'s Iron.....33⅓%
C. E. Jennings & Co.'s Iron, Adjustable.....40&7½%
Stanley R. & L. Co.....40%
Stanley's Duplex.....35%
Woods' Extension.....33⅓%

Police Goods

Tower & Lyon.....25%

Polish, Metal

Prestoline Liquid, new list.....40%
Prestoline Paste.....40%
George William Hoffman
U. S. Metal Polish Paste, 3 oz boxes, ₱ doz.....$ .50
₱ gross..... 4.50
¼ pound boxes, ₱ dozen..... 1.35
1 pound boxes, ₱ dozen..... 1.35
U. S. Liquid, 3 oz cans, ₱ dozen..... 1.35
₱ gross..... 12.00
Barkeeper's Friend Metal Polish ₱ dozen..... 1.75
₱ gross..... 15.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans, ₱ lb..... 10c
Black Eagle, liquid, 10 oz. cans, ₱ doz..... 75c
Black Jack paste, ¼ lb cans, ₱ gross. $9.00
Black Kid paste, 5 lb can, each..... 65c
Ladd's Black Beauty, ₱ 100 tins..... 6.75
Joseph Dixon's, ₱ gross, $5.75..... 10c
Dixon's Plumbago, ₱ lb..... 8c
Fireside, ₱ gross..... 2.50
Gem, ₱ gross, $4.50..... 10c
Japanese, ₱ gross..... 3.50
Jet black, per gross..... 3.50
Peerless Iron enamel, 10 oz. cans ₱ doz 1.50
Wynn's:
Black silk, 5 lb. pail, each..... 70c
Black silk, ½ lb. box, ₱ doz..... 1.00
Black silk, 5 oz box, ₱ doz..... 75c
Black silk, ¼ pint liquid, ₱ doz..... 1.00

Poppers, Corn

	₱ Doz	₱ Gro
Square.		
1 qt.	$0.88	$ 10.00
1½ qt.	1.10	11.00
2 qt.	1.35	13.50

Post Hole Diggers

Avery's "Never-break" ₱ doz. $24.00....60%
Disston's Samson Digger, ₱ doz. $24.. 25%
Kohler's:

Little Giant	₱ doz.,	net	$12.00
Hercules	"	"	10.00
Invincible	"	"	9.00
Pioneer	"	"	7.20
Universal	"	"	14.00
New Champion	"	"	5.00
Rival	"	"	8.00

Ryan's.....₱ doz., $20.00 25%
Iwan's: ₱ Doz
Split handle.....net $7 25
Perfection..... " 8.25
Rockford Tack & Nail Co.:
Rockford brand..... ₱ doz., " 6.50
Atlas pattern..... " " " 7.50

Post Hole Augers

Iwan's Patent improved.....40%
Vaughan's, 4 to 9 in..... " " 7.00

Potato Hooks, Etc

Hoe Down Hooks.....75&10&2%
Hop Hooks.....60&10&2½%
Potato Hooks.....70

Presses

See Fruit, Wine and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles.....33⅓
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00.....25%
Disston's Pruning Hook, ₱ doz., $12.00..25%
Smith's:
Pruning Shears.....60&10%
Rockdale Pruners.....33⅓%
Standard Tree Pruners.....75%
E. S. Lee & Co's. Pruning Tools.....40%
P. S. & W. Co's. Shears.....40&10%
Waters' Tree Pruners.....75&10%
Wilkinson's Shear & Cutlery Co.:
Hedge.....60&10%
Lawn and border.....60&10%

Pulleys

Awning.....60@60&10%
Axle.....50&10@60&10%
Brass screw.....65&10&5%
Ceiling.....60@60&10&5%
Clothes line, Japanned.....60
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Fox, all steel.....50%
"Grand Rapids," all steel.....30%
Hay Fork, swivel eye, ₱ doz., 4 in., $3.75; 6 in., $5.00.....60%
Hay Fork, Harts, 4¼ in., ₱ doz., $5.00 .....60&10%
Hay Fork, 5 in., solid, $5.70.....30%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00.....40%
Side, Anti-Friction.....60%
Shade rack.....60%
Upright.....50&10@50&10&10%

Pumps

Cistern, best grades.....60%
Pitcher Spout, best grades.....75&5@75&10%
Power Pumps, Myers'.....60%
Spray Pumps, Myers.....60%
Spray Pumps, Kohler's:
Daisy, net ₱ doz.....$ 7.50
Mechanical, net ₱ doz..... 7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 825, 8 in. Shallow Well Pump..... 13.50
No. 8, Fig. 826, 8½ in. Shallow Well Pump..... 15.00
No. 5, Fig. 807, 8 in. Deep Well Pump..... 15.00
No. 6½, Fig. 807, 8½ in. Deep Well Pump..... 17.00
No. 14, Fig. 821, 8 in. Deep or Shallow Well Pump..... 15.00
No. 32, Fig. 828, 8 in. Deep Well Pump..... 17.00
No. 56, Fig. 831, 8 in. Shallow Well Pump..... 14.00
No. 59, Fig. 832, 8½ in. Shallow Well Pump..... 17.00
No. 70, Fig. 838, 8½ in. Deep Well Pump..... 15.00
No. 72, Fig. 833, 8 in. Deep Well Pump..... 15.00
No. 108, Fig. 448, 8 in. Lift Pump.... 9.00
No. 109, Fig. 448, 8½ in. Lift Pump.. 11.00
No. 128, Fig. 510, 8 in. Lift Pump... 7.00
No. 131, Fig. 510, 8½ in. Lift Pump.. 8.00
No. 225, Fig. 389, Windmill Pump... 12.00
No. 265, Fig. 408, Windmill Pump... 16.00
No. 240, Fig. 406, Regulator Pump.. 28.00
No. 302, Fig. 477, Spray Pump, complete..... 11.00
No. 330, Fig. 547, Knapsack Spray Pump..... 10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net..... 4.00
No. 330, Fig. 492, Bucket Spray Pump, net..... 1.00

Punches

Bemis & Call Co's.:
Cast Steel Drive.....50%
Morrill's.....50%
Niagara Hollow.....40%
Niagara Solid.....35&10%
Saddlers' or Drive, good, ₱ doz. .....30@75c
Snells' Tinners'.....40&5%

Rail

	⅛	¼	⅜
Barn Door, Light, Inches...			
₱ 100 feet	$1.40	1.35	2.10

Barn Door, "None Better" No. 1, ₱ ft...3½c
Barn Door, "None Better" No. 2, ₱ ft.... 4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c.....70%
Double Flange, ₱ ft., 8c.....70%
Cronk's:
O. N. T. style, No. 18.....$3 12
Double braced, No. 10 ₱ ft.....3½c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net.....$3.00
O. N. T. 1¼ in., net..... 3.45
O. N. T. 1½ in., net..... 4.00
Hinge Hanger, 1 in., ₱ 100 ft..... 1.50
" " 1¼ " " " 1.75
Stowell's Wrought steel.....35%
Sliding Door, Bronzed Wrought iron, ₱ ft.....5½c
Sliding Door, Steel, Brass Plated, ₱ ft..5½c
Sliding Door, Wrought brass, 1¼ in ₱ lb. 38c.....30%
Victor Track Rail, 7c ₱ ft.....60&10&2½%

Rakes, Etc

Cronk's:
Malleable.....70%
New Champion.....$3.75, 4.00, 4.25 net
Ideal Rake.....$3.50, $3.50, $3.50
Victor.....$3.50, 3.50, 3.25 net
Anti-Clog Lawn.....$4.50 net
Ideal Anti-Clog Rake.....$3.25
Queen City Lawn.....40%
Kohler's:
Lawn Queen, 20.....Net
" " 24..... 3.25
Jumbo Lawn, 28..... 5.25
Paragon (wood head)..... 2.00
Steel Garden, 10th..... 2.00
" " 12th..... 2.10
" " 14th..... 2.25
" " 16th..... 2.40

Raspe, Horse

Disston's.....75%
New Nicholson Horse Rasp.....70&10&7½%

Razors

Electric.....List Net
Boracic..... 60%
Fox..... 40%
J. R. Torrey Razor Co..... 20%
Wostenholm & Butches, $10.00 to $.....10%

Razor Hones

Pike Mfg. Co.:
Belgian German and Swaty, all sizes...50%
Pike's Selling Assortments:
Assortment No. 1.....$18.00 net
" No. 2..... 10.00 net

Registers and Ventilators

HOT AIR—
New list, July 1, 1903:
Black Japanned, White Japanned, Bronzed Finished, Electro-Plated and Nickel Plated.....66⅔%
White Porcelain.....60%
Solid Brass and Bronze Metal.....40&10%

Revolving Chimney Tops

Iwans' Volcano.....55%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ₱ doz.....$3.00

Rings

See Bull Rings.

Rivets and Burrs

COPPER—
Belt with Burrs.....33⅓@35%
Hose with Burrs.....33⅓@35%
IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners.....70&10%
Miscellaneous.....70@10%

Rivet Sets

Regular list.....75@75&10%

Rollers, Stay

Cronk's:

Nos.....	50	55	56	60	65
₱ Dozen....	.90c	.80c	.75c	.75c	.75c

Rope

See "Review of the Markets."

Cotton Rope:	₱ Lb
Best ¼ in. and larger	18½@20c
Medium	16@17c
¼ in. and larger	——
Common	10c
Jute Rope:	
No. 1 grade	9c
No 2. grade	8½c
Manila Pure:	
7-16 in. and larger	12½c
⅜ in	14c
¼ and 5-16	14½c
Sisal, Pure:	
7-16 in. and larger	9½c
⅜ in	9½c
¼ and 5-16 in	10½c

Root Cutters

Lane's.....25%

Rules

Athol, Steel.....33⅓%
Boxwood.....60@60&10%
Ivory.....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood.....35&10%
" steel.....33⅓&10%
Lufkin's:
Steel.....50&10%
Lumber.....50&10%
Miscellaneous, Stanley's.....50@50&10%

Sad Irons

DOVER ASBESTOS—
Polishing.....50%
Pressing.....50%
Laundry.....45%
Sleeve.....50%
Tourist.....50%
Toy.....50%
Blacklock:
Plain black in cases, ₱ 100 lbs.....$2.75
Bronze finished in cases, ₱ 100 lbs.... 3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs..... 3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa. New List. 12½&7½%

Safety Lifts

Burr Mfg. Co., steel.....70&10&10%

Sand and Emery Paper and Cloth

Baeder, Adamson & Co's. list:
Emery cloth.....50&10@60%
Garnet paper.....25%
Flint and emery paper.....50&10@60%

Sash Balances

Caldwell Mfg. Co.....50%
Pullman.....50&10@60%
Victor bronze.....75%
Victor steel.....70%

Sash Chain

Competition.....50&10%
Giant.....40%
Pullman bronze.....60%
Pullman steel.....60&10%
Royal metal.....60%

Sash Cord & Weight Fastener

Ives.....33⅓%
Titan (Tight-on).....33⅓%

Sash Cord

Cable Laid Italian, ₱ lb.....17c
Cable Laid Russia, ₱ lb.....21c
Common India, ₱ lb.....11@11½c
Patent Russia, ₱ lb.....20c
Patent India, ₱ lb.....17c
Silver Lake:
A Quality, drab, ₱ lb.....45c
A Quality, white, ₱ lb.....40c
B Quality, drab, ₱ lb.....40c
B Quality, white, ₱ lb.....35c

Sash Fasteners

Imperial.....33⅓%
Sash rollers.....70%
Champion.....50%
Ives casement fasteners.....40%
Ives Crescent, iron.....40&20%
Ives Crescent, bronze and brass.....45&7½%
Monitor, steel.....25%
Shutter sheaves.....60%
Window screen sash lifts.....62%

Sash Locks

Champion meeting rail.....50%
Champion side.....60%
Ives' patent:
Bronze and Brass.....55&5%
Cast Iron.....60%
Crescent.....40&20%
Iron.....62½%
Window ventilating.....55%
Robinson pat. ventilating sash lock..33⅓%
Wrought bronze and brass.....55%
Wrought metal.....55%
Wrought steel.....55%
Paysons Signal.....80%
Pullman patent ventilating.....35%

Sash Weights

Ton lots at factory (Eastern).....$30.00

Sausage Stuffers or Fillers

Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....30&5%

Saws

Atkins:
Back saws.....40%
Band to 14 in. wide.....60%
Band ⅛ to 8-16 in. wide.....50%
Butcher saws, Nos. 1, 2, 3, 5 and 7.....50%
Cabinet scrapers.....40%
Circular.....50%
Compass saws, Nos. 2 and 3.....40%
Coping saws, Jones, Nos. 1, 6 and 7...40%
" " " 2 and 3..40&10%
Corn knives, Nos. 1, 3, 4 and 7, ₱ doz. net.....$2.00
Cross Cut.....35%
Gang.....50%
Hack saws.....40%
Hand saws.....35%
Keyhole saws, No. 6.....40%
Panel and rip.....40%
Pruning and Compass.....40%
Saw filers, Wilson, ₱ doz., net.....$12.00
Trowels.....35%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws.....30&10&10%
Disston's:
Circular, solid and inserted tooth.....50%
Band 2 in. to 18 in. wide.....60%
Band ⅛ in. to 1¼ in.....60%
Cross cuts.....45%
Narrow cross cuts.....50%
Mitlay mill and drag.....50%
Framed wood saws.....25%
Wood saw blades.....25%
Wood saw rods.....15%
Hand saws, Nos. 12, 99, 9, 16, D100, D85, 120, 76, 77, 3.....25%
Hand saws, Nos. 7, 107, 107½, 8, 1, 0, 00, combination.....30%
Compass, keyhole, pruning, dovetail, &c.....25%
Butcher saws and blades.....30%
C. E. Jennings & Co's.:
Butcher.....25&7½%
Hand Panel, rip & other saws..20&2½&10%
Peace:
Cross cuts.....50%
Hand panel and rip.....30%
Richardson:
Circular and mill.....50%
X cuts.....50%
Saw blades.....30%
Star, Butcher.....15&10%
HACK SAWS AND FRAMES—
Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines..10%
Sterling Saw Machines.....10%
Sterling hack and saw blades.....35%
Sterling hack saw frames.....25%
Disston's:
Concave blades.....25%
Keystone flex. back and mach. blades.35%
Hack saw frames.....30%
Griffin's:
Complete.....40&10%
Saw blades.....35&5&10%
Star, saws and blades.....15&10%

Saw Filer

Disston's D8 Clamp and Guide, $30.00 ₱ doz.....30%

Saw Frames

C. E. Jennings & Co.....20%
Richardson's Wood.....net
Sterling.....30&10&10%

Saw Sets

Atkins,
Criterion saw sets.....40%
Exclsior saw tools No. 1, ₱ doz.....$4.80
Disston's Monarch, Nos. 1 & 10 & Star...30%
Hart's patent lever.....20%
Kohler's:
"Giant Royal," ₱ doz. net.....$7.50
"Royal," ₱ doz. net..... 4.50
Morrill's:
Nos. 1, $15.00; 10; $15.60; 11, $15.60.....50%
Cross cuts, Nos. 3 & 4, $20.60; 5, $30.00..50%
Richardson's.....25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz..... 1.00
Taintor's Positive, $6.75 ₱ doz.....60%

Scales

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' trip scales.....50%
Family, Turnbull's.....50@50&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform, plain.....$1.70@$1.90
Striped.....$1.85@$2.15
Pelouze.....50%

Scale Beams

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c

Adj. Box scrapers (S. R. & L. Co.) $6.00...45%
Box, 1 handle, ₱ doz.....$2.00@$2.25
Box, 2 handle, ₱ doz.....$2.50@$2.80
Foot.....55&5@60&5%
Ship, Common, ₱ doz., net.....$2.40
Ship, R. I. Tool Co.....10%
SIDEWALK—
Kohler's steel No. 7, ₱ doz.....$3.00

Screw Drivers

Brace Screw drivers.....25&10&5%
Buck Bros.....30%
Screw Driver Bits, ₱ doz.....45@50c
Champion.....50%
Disston's Flat Blade, electric, telegraph and cabinet makers.....70%
Electric spiral, No. 01, ₱ doz., net.....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet.....40&10%
Fray's hollow hdle sets, No. 8, $12.00.....50%
C. E. Jennings & Co., No. 285.....40&10%
Jennings & Griffin.....66⅔%
Sargent & Co's.:
No. 1 forged blade.....50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw Driver bits (Snell's) ₱ doz.....60c
Stanley R. & L. Co's.:
No. 64, varnished handles.....60&10%
No. 86.....70&10%
Victor.....55%
Defiancio.....70%
Snell's No. 5.....75&5%
No. 10.....75&10&10%
Nos. 20 and 30.....60&10&10%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Belsley's patent.....33⅓%

Screws

WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point.....87½&5%
Iron, bright flat head.....87½&5%
Iron, bright round and oval head.....85&5%
Brass, flat head.....85&5%
Brass, round head.....80&5%
Bronze, flat head.....77½&5%
Bronze, round head.....75&5%
Nickel Plated, iron flat head.....77½&5%
Nickel Plated, iron round head.....77½&5%
MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head..50@50&10%
COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99.....75&10%
Hand Rail.....70&10&75%
Lag screws, list Oct. 1, 1880.....75&10%
Cone Point.....75&15%
BENCH, HAND, ETC—
Bench, iron, ₱ doz.....1 in., $2.50@$2.75 1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech.....20@20&10%
Hand, wood.....70&10@70&10&10%
Jack Screws, Miller's Falls, roller bearing.....50&10&10%
Jack Screws, Miller's Falls, without roller bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes

	₱ Doz
Cronk's Little Giant	$8.50
Wadsworth's:	
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush	40%

Scythe Rifles

3-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones

	₱ Gro
Pike's Selling Assortments:	
Assortment "A"	$4.75 net
" "B"	3.75 net
No. 1, Indian Pond	$ 7.00
No. 2, " "	4.50
White Mountain	9.00
Black Diamond	12.00
Lamoille	11.00
Green Mountains	6.00
Leader Red End	4.50 } 40%
Willoughby Lake	9.00
Extra Quinnebog	7.00
Pike's Corundum	18.00
" Quick Cut Emery	10.00
Lectro	12.00
Lightning	18.00

Seeders, Raisin

Enterprise.....25@30%

Shears

Acme (cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
Straight Trimmers, etc.....60@60&10%
Tailors' Shears.....40&40&10%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....50%
Pruners.....75%
Tinners' Snips.....10%

Shears, Hedge

Wilkinson Shear & Cutlery Co.....60&10%

Sheep Shears

Wilkinson's:
1900 List.....30&10&10%

Sheaves

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10&30%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White.....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15, 1902.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Snow Shovels

Long Handles.....$3.25@$3.50
Wood and Malleable D Handles..... $3.75@$4.00

Shutter Bars

Ives'.....45%

Shutter Bolts

See Bolts, Shutter.

Skate Sharpeners

Eureka.....50%

Slaters' Tools

Plumb's.....50%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder.....35%
Kraut cutters, 24x7, 26x8, 30x9.....35%
Kraut cutters, 36x12, 40x12.....35%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.00@$24.00
2 knives, ₱ gro.....$24.00@$40.00
Kraut cutters.....35&5%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers

See Hammers.

Slicers, Vegetable

Enterprise.....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....60@66⅔%
Covert Mfg Co.:
Covert Breast strap, bkle snaps.....40%
Yankee Breast strap, bkle snaps....30&2%
Breast strap protector.....45%
Double for bits or trace carrier.....45%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&2%
Rope snaps.....40%
Yankee snaps.....30& %

Scythe Snaths

National Snath Co.....50%
Grain cradles.....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.).....45%
Razor Edge.....35%
Iron, ₱ doz.....$1.10@$1.25
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓%

Spoons and Forks

SILVER PLATED FLAT WARE—

International Silver Co.:
"1847".....40&10%
"Anchor".....60%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German silver, unplated.....60@60&5%

KNIVES AND FORKS, NO. 12—

	₱ Doz. Net
"1847"	$8.50
"Anchor"	3.25
"Eagle"	3.25
"Star"	3.25
Rogers, Smith & Co.	3.25
Rogers & Hamilton	3.25
Holmes & Edwards	2.75

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels.....60&10%
Try square and T bevel.....60&10%
Winterbottom's Try and Mitre:
Iron Handle.....35%
Wood Handle.....40%
Nickel-pl'ted, new list, Jan. 5, '00.....75&10%
Steel and iron.....75&10%

Staples

Barbed blind, ¼, ⅝, & ¾ in., ₱ lb...6@6½c
Poultry Netting.....8½@8½c

FENCE—

Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net ₱ doz.....$1.00
" " 55 " " " " 60c
" " 56 " " " " 84c
" " 60 " " " " 84c
" " 65 " " " " 80c
Lane's, Nos. 1, 2 and 3.....40%

Steels

Chatillon's "Dick's".....30%
Foster Bros.....30%

Stocks and Dies

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50@50&10%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%

PIPE MAKERS—

Holroyd & Co.....80@80&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Ladders

Lane's.....25%
Myers' Noiseless.....45%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Tackle Blocks

See Blocks.

Tacks, Finishing Nails, &c

New List, May 1, 1905.
American Carpet Tacks.....90&25%
American Cut Tacks.....90&25%
Swedes Cut Tacks.....90&25%
Swedes Upholsterers'.....90&35%
Gimp Tacks.....90&35%
Lace Tacks.....90&35%
Trimmers' Tacks.....90&25%
Looking Glass Tacks.....65%
Bill Posters' & Railroad Tacks.....90&40%
Hungarian Nails.....80&10%
Finishing Nails.....70%
Trunk and Clout Nails.....80%
NOTE.—The above prices are for Standard Weights.

MISCELLANEOUS—

Double Point, in dozen... 90 and 4 or 5 tens

Tack Pullers

Columbia, No. 1, ₱ doz., net.....$5.00
" 2, " " " 1.00
Little Jack, ₱ doz., net..... 1.00

Tapes, Measuring

Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel..... 33⅓&5%
Chesterman's.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic and steel, lower list....35@35&5%
Pocket.....35@35&5%
Lufkin's steel and metallic.....33⅓@35%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2¼ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrenches

Rollis Hdw. Co., $6.00.....50%

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Timber Scribes

Bemis & Call's.....30%

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trace Holders

Fernald's, ₱ doz. pairs.....net $1.25

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....60&10%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—

Balloon..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper..... " " 1.40, " " 13.50

GAME—

Enterprise Mole..: .....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz.....85@.90c
Mouse, wood, choker, ₱ doz. holes.....12c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ₱ doz.....$13.25
No. 3, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25

Smith & Egge Mfg. Co.:	₱ Doz
Superior Rat Trap	$15.00
Yankee Mouse Trap	5.50
Yankee Rat Trap	11.00

Trouser Hangers

Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 27.00

Trowels, Mechanics'

Brade's Brick.....30%
Disston's:
Brick and Pointing.....25%
Plastering.....20%
"Standard Brand" and Garden.....30%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plast'ring & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$4.80
" Tinned, ₱ gross, net..... 6.00
Wood Hdl., ₱ gross, net..... 4.80
Disston's.....30%
Avery's, net ₱ gro $3.00

Turf Edgers

Cronk's, net, ₱ doz.....$4.00

Vegetable Slicers

Enterprise Mfg. Co.....25%

Ventilating Sash Locks

Ives Patent.....55%
Robinson's Patent 33⅓%

Vises

Oval slide.....50&10%
Solid box.....50@50&10%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40&10
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&5%
Lowell Hand.....33⅓%
Massey:
Perfect.....15%
Clincher.....40%
Wood-working.....15%
Planer.....15%
Comb. Pipe.....15%
Millers' Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....33⅓%
Stephens.....33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS

Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads, Gun

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&5%

Washer Cutters

Otis A. Smith's.....20&10&10%

Water Motors

Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. Pd..40&10%

Wedges

Neverslip Anchor Wedges	₱ Gro
No. 0-01—8-x —4-x —Ax } Top 1⅝"—1¾"—1⅞"—2" }	$3.60
2-0—Adze Eye Hammer	1.80
8-0—Large Machinist Hammer	1 80
7-0—Medium " "	1.60
8-0—Small " "	1.60
2-x—Hatchet	1.80

Weights, Hitching

Covert Mfg. Co.....30&2%

Well Wheels

Japanned, 8 to 14 in.....$4.00

Weed Extractors

"Pastime," ₱ doz., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40%
Boaley's Peerless.....60%
Boaley's X. L. C. R.....70%
Clayton's.....35&10%
Phœnix.....60%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Gauges.

Wire and Wire Goods

Brass wire..... Net List
Bright Wire Goods:
New list June 24, 1903.....30&10%
Cast steel wire.....30%
Copper wire.....10%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....60@60&10%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80%
Nos. 10 to 18.....80&2½%
Nos. 19 to 26.....80&2½%
Nos. 27 to 36.....80&2½%
Galvanized:
Nos. 19 to 26.....75&10&5%
Coppered:
Nos. 6 to 9.....75&5%
Nos. 15 to 18.....72½&10&2½%
Tinned:
Nos. 6 to 14.....75&10&2½%
Nos. 15 to 18.....75&7½%
Cast steel.....30%
Picture wire, list of Oct. 2, 1900 85&10@85&10&10%
Stub's steel wire.....$6.00 to 2 33⅓

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....30&5%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.35

Wire Rope

Plain.....45&2½%
Galvanized.....37½&2½%

Wire Rope Clips

Crosby.....35%

Wire Stretchers

W. C. Heller's grip, ₱ doz.....$1.50

Wrenches

Agricultural.....75@75&10%
Alligator.....70&10@75%
Baxter's.....70&5@70&10%
Machinists.....50%
Solid handle.....50&10%
Bemis & Call's:
Briggs pattern.....40%
Merrick " 50%
Steel Handle, nut.....50%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Improved Adjustable, S nut.....40%
" " S pipe.....40%
Boardman's.....60%
Coes':
Genuine.....40&10&5&2%
"Mechanics".....40&10&10&5&2%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer.....40&10%
Eagle pipe.....70%
Stillson pipe.....65%
Acme.....60&10%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, ₱ gal.....43@44c
Linseed, City, reg., boiled, ₱ gal....44@45c
Linseed, City, double, ₱ gal.....45@46c
Out of Town, raw, ₱ gal.....40@48c
Calcutta, raw, in barrels, ₱ gal.....70c
Lard, prime city, ₱ gal.....75@76c
Lard extra, No. 1.....56@57c
Lard, No. 1.....49@52c

Paints and Colors

Barytes, Foreign floated, ₱ ton..... $18.50@20.00
Barytes, American floated, ₱ ton $19.00
White Lead, American, dry, in bbls., ₱ lb.....6½c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net.....7¾c
In lots of 500 lbs. and over, ₱ lb.....7½c
White Lead Eng., in oil, ₱ lb.....9¾@10c
Zinc, American dry, ₱ lb.....5¾@5½c

Putty, Commercial—₱ 100 lb

In bladders.....$1.70 @1.85
In bbls or tubes..... 1.30 @1.45
In 1b. to 5 lb cans.....2.85 @2.95
In 12½ to 50 lb cans..... 1.50 @1.80

Spirits Turpentine

In regular bbls., per gallon.....67@67½c
In machine bbls. " " .....67½@68c

Dry Colors

	₱ Lb
Blue, Chinese	11@13c
Blue, Prussian	20@22c
Blue, Ultramarine	10@12c
Sienna, Italian, burnt & powdered	2@3½c
Sienna, Italian, raw & powdered	2@3½c
Umber, Turkey, burnt	2@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5½@7c
Green, Paris, in kegs	7½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@5½c

Colors in Oil

Black, Lampblack.....14@16c
Blue, Chinese.....18@20c
Blue, Prussian.....22@25c
Blue, Ultramarine.....12@16c
Sienna, burnt.....12@15c
Sienna, raw.....12@15c
Umber, burnt.....11@15c
Umbe ..... 11@15c

HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Abrasives
Pike Mfg. Co., Pike, N. H.

Account Registers
Huber Account Register Co., Buffalo, N. Y.

Adzes
Peck Edge Tool Co., Cohoes, N. Y.

Agricultural Implements
American Fork & Hoe Co., Cleveland, O

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

"Atlantic" Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Automatic Shears and Scissors
Davies Automatic Shear Co., New York.

Automobiles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Axes
Peck Edge Tool Co., Cohoes, N. Y.

Axle Grease
Fraser Lubricator Co., New York.
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
Geo. W. Pitkin, Benton Harbor. Mich.

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.

Bells, Bicycle
Frank Mossberg Co., Attleboro, Mass.

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Fasteners
The Bristol Co., Waterbury, Conn.

Belt Hooks
The Bristol Co., Waterbury, Conn.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries
Cushman & Denison, New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York

Blind Hinges
Parker Wire Goods Co., Worcester, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Bolt and Screw Cases
American Bolt and Screw Case Co., Dayton, Ohio.

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.

Box Corner Fasteners
Cary Mfg. Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York

Box Straps
Cary Mfg. Co., New York

Brackets, Shelf
Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"
Atlantic Stamping Co., Rochester, N. Y.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Wilkinson Shear & Cutlery Co., Reading, Pa.

Butchers' Scales
John Chatillon & Sons, New York

Butts, Door
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Niles Mfg. Co., Chicago

Calipers
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
W. G. Browne Mfg. Co., Kingston, N. Y.
F. E. Ellis & Son, Milldale, Conn.
A. F. Meisselbach & Bro., Newark, N. J.

Car Movers
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Carpenters' Levels
Baker-McMillen Co., Akron, Ohio.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriage Trimmers' Clips
U. S. Clothes Pin Co., Montpelier, Vt.

Carriers, Hay
F. E. Myers & Bro., Ashland, O.

Casters
Faultless Caster Co., Nebraska City, Neb

Chains
Alfred Field & Co., New York
Fuller Bros., New York

Chains, Sash
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.

Chisels, Firmer
Alfred Field & Co., New York

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers
John Chatillon & Sons, New York

Clippers
Coates Clipper Mfg. Co., Worcester Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York

Clothes Pins
U. S. Clothes Pin Co., Montpelier, Vt.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coat, Hat and Ceiling Hooks
Parker Wire Goods Co., Worcester, Mass

Coffee and Spice Mills
Enterprise Mfg. Co. of Pa., Phila, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Combination Squares
A. W. Hight, Toledo, O.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa:
Alfred Field & Co., New York

Corn Knives
Wilkinson Shear & Cutlery Co., Reading, Pa.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Creamery Tin Ware
Atlantic Stamping Co., Rochester, N. Y

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Cutlery
Davies Automatic Shear Co., New York
Trout Hardware Co., Chicago, Ill.

Cutlery Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
Belden Machine Co., New Haven, Conn
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Dampers
Taylor & Boggis Foundry Co., Cleve., O

Diamond Tools
The Tanite Co., Stroudsburg, Pa.

Dies, Steel
Schwerdtle Stamp Co., Bridgepor Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Check and Spring (Blount)
The Yale & Towne Mfg. Co., New York.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.

Door Pulls
Parker Wire Goods Co., Worcester, Mass.

Draught Springs
Beecher Draught Spring Co., New Haven, Conn.

Drawer Pulls
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
Keuffel & Esser Co., New York
L. S. Starrett Co., Athol, Mass.

Drills, Bench
Chandler & Farquhar, Boston, Mass. (See Twist Drills)

Drills, Brick and Stone
Star Expansion Bolt Co., New York.

Drop Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
Peck Edge Tool Co., Cohoes, N. Y.

Egg Beaters
W. G. Browne Mfg. Co., Kingston, N.Y
Holt-Lyon Co., Tarrytown, N. Y.

Electric Cooking and Heating Apparatus
Prometheus Electric Co., New York.

Electric Whistle
O'Brien Electrophone Co., Hallowell, Me.

Electrolytic Voltmeter
Weston Electrical Instrument Co., Newark, N. J.

Elevators
Eaton & Prince Co., Chigcao, Ill.
Kimball Bros. Co., Council Bluffs, Iowa

Emery
Oriental Emery Co., New Haven, Conn

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Emery Wheel Dressers
Diamond Saw & Stamping Works, Buffalo, N. Y.

Enameled Wiring Rings
Star Expansion Bolt Co., New York.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Expansion Bolts
Star Expansion Bolt Co., New York.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.

Fences, Wire and Iron
Enterprise Foundry & Fence Co. Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Files
G & H. Barnett Co., Philadelphia
Carver File Co., Philadelphia, Pa.
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Filters
Champion Safety Lock Co., Geneva, O
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Marlin Fire Arms Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Escapes
Ohio Structural Iron Co., Sandusky, O.

Fishing Reels
A. F. Meisselbach & Bro., Newark, N. J.

Fishing Tackle
Clark, Horrocks Co., Utica, N. Y.
E. J. Martin's Sons, Rockville, Conn.

"Fite Fire" (Fire Extinguisher)
Henry W. Landau, Newark, N. J.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
Enterprise Mfg. Co. of Pa., Philadelphia

Foot Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forging Drops
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forks
American Fork & Hoe Co., Cleveland, O

Freezers (Ice Cream)
North Bros. Mfg. Co., Philadelphia, Pa

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Frv-Pan Lids and Pot Covers
Kitchen Specialty Mfg. Co., Reading, Pa

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Wire
Fuller Bros. & Co., New York

Galvanized Ware
Atlantic Stamping Co., Rochester, N. Y

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Atlantic Stamping Co., Rochester, N. Y

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Cooking Ranges
Albany Foundry Co., Albany, N. Y.

Gas Heaters
Albany Foundry Co., Albany, N. Y.

Gas Industrial Appliances
Albany Foundry Co., Albany, N. Y.

Gas Machines and Mixers
C. M. Kemp Mfg. Co., Baltimore, Md.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gas Ranges
Albany Foundry Co., Albany, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt
Stanley Rule and Level Co., New York.

Gauges, Recording
The Bristol Co., Waterbury, Conn.

Glass Cutters
W. L. Barrett, Bristol, Conn.

Glue
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Gongs
Frank Mossberg Co., Attleboro, Mass.

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O.

Graphite
Jos. Dixon Crucible Co, Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Grass Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Gummers, Saw
Henry Disston & Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Trout Hardware Co., Chicago, Ill.

Hack Saw Blades
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saw Frames
E. C. Atkins & Co., Indianapolis, Ind.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws
E. C. Atkins & Co., Indianapolis, Ind.
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y

Hammers
Henry Cheney Hammer Co., Little Falls, N. Y.
Stanley Rule & Level Co., New York

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand and Foot Power Grinders
Royal Mfg. Co., Lancaster, Pa.

Handles
Walter A. Zelnicker Supply Co., St Louis, Mo.

Handles, Tool
Berger Bros. Co., Philadelphia

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Jobbers
Kelley-How-Thomson Co., Duluth, Minn.
Trout Hardware Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
Robert Murray, New York

Hardware Specialties
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
H. B. Ives Co., New Haven, Conn.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Parker Wire Goods Co., Worcester, Mass.
Taylor & Boggis Foundry Co., Cleveland, O.

Harness Dressing
Frank Miller Co., New York, N. Y.

Hatchets
Peck Edge Tool Co., Cohoes, N. Y.

Hasps and Staples
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.

Hedge Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hinges
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co. Chicago.

Hinges, Spring
Niles Mfg. Co., Chicago

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware, Steel
Avery Stamping Co., Cleveland, O.

Hones, Razor
S. R. Droescher, New York.
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hooks
Berger Bros. Co., Philadelphia

Hooks, Belt
The Bristol Co., Waterbury, Conn.

Hooks, Folding, For Garments
The Clift Co., Cleveland, Ohio.

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Am. Shearer Mfg. Co., Nashua, N. H.

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Capewell Horse Nail Co., Hartford, Conn
Standard Horse Nail Co, New Brighton, Pa.

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G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Horse Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City N. J.

Household Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

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John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
North Bros., Mfg. Co., Philadelphia

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John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.

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Inclinometers
Russell-Kimball Mfg. Co., Dunkirk N. Y.

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Nickel Plate Stove Polish Co., Chicago Ill.

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Harold McCalla, Philadelphia, Pa.

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Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

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Barthel Blow Lamp Co., Boston, Mass.

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Wilkinson Shear & Cutlery Co., Reading, Pa.

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The Klenzola Co., Erie, Pa.

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Bicycle Step Ladder Co., Chicago, Ill.

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Philadelphia Lawn Mower Co., Philadelphia, Pa.

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Root Bros. Co., Plymouth, Ohio.

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Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

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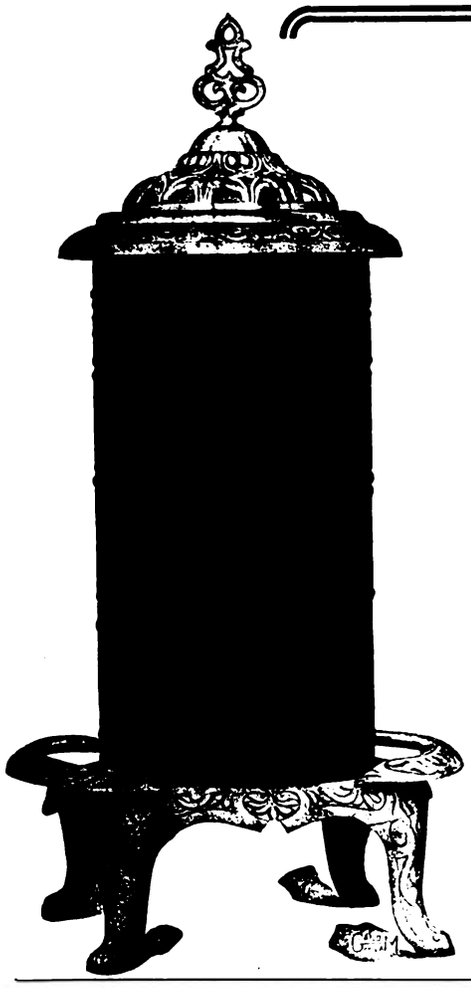
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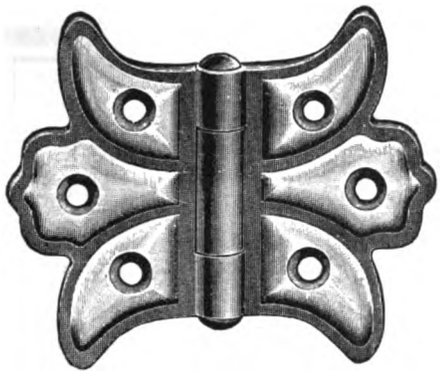
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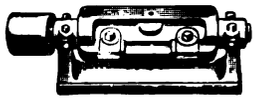
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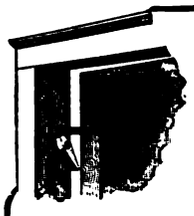
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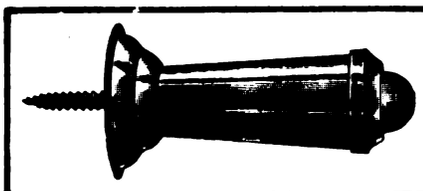
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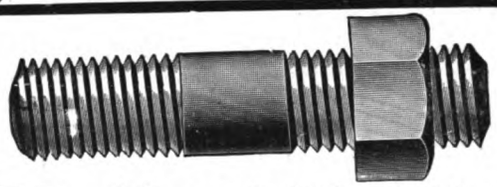
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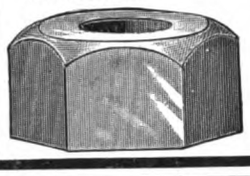


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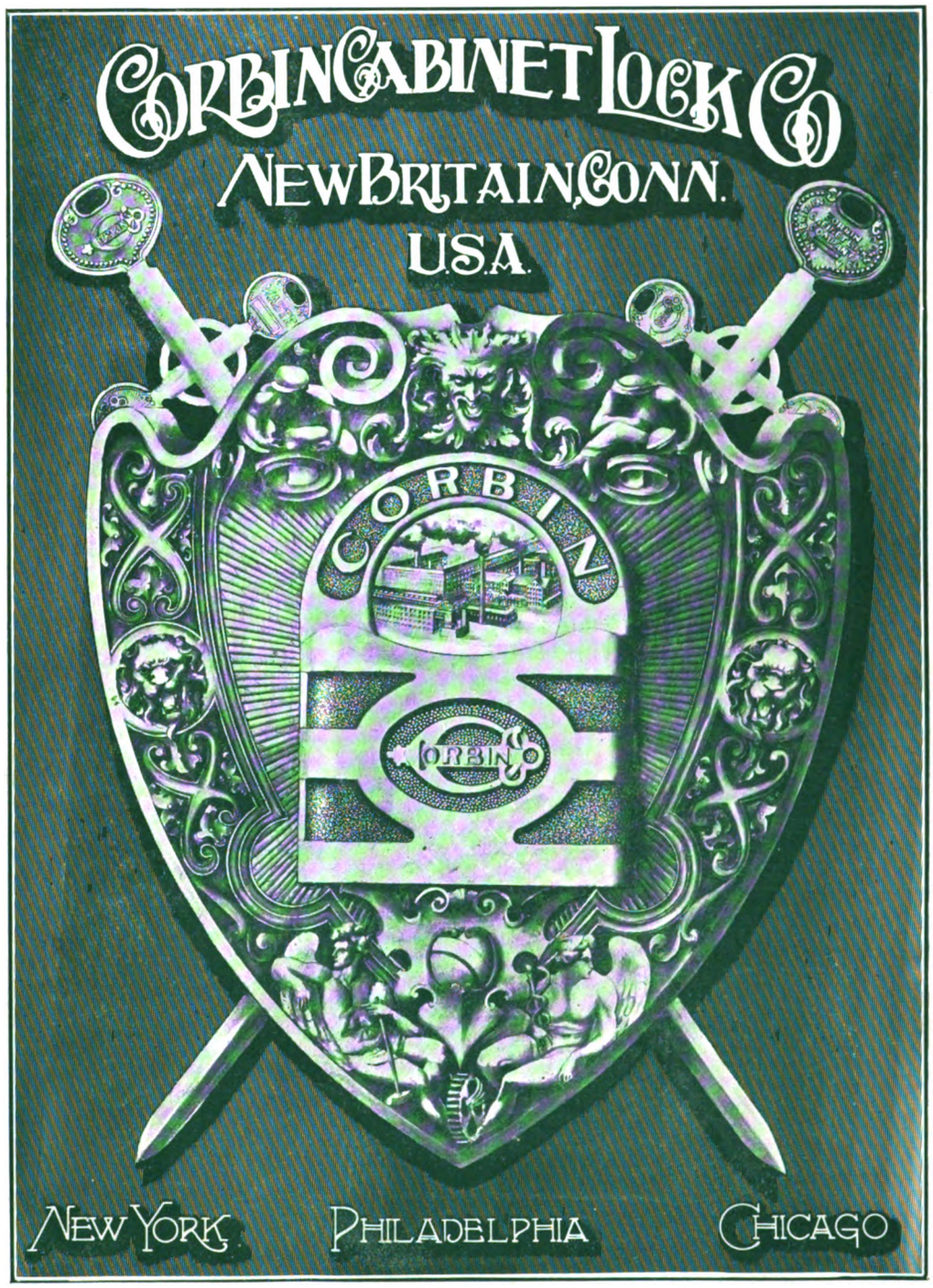


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HARDWARE

VOLUME XXXV NEW YORK, SEPTEMBER 10, 1907 NUMBER 11



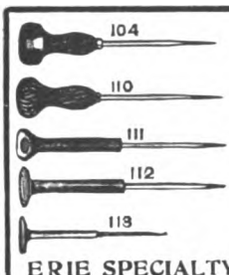
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CUT NAILS.
Plain and Galvanized Wire.
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Quick and Easy
Steel Tempered Anti-Rust Nickel Plated Ice Picks. Every one tested and guaranteed.
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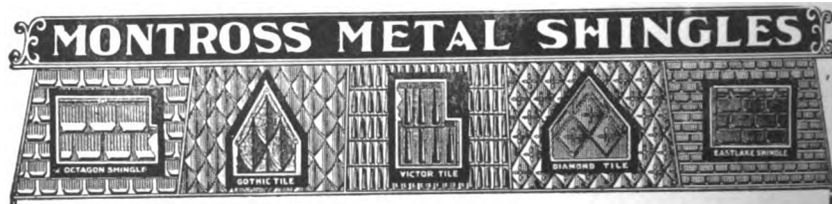
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Send number employed for approximate expense to you of cost and accounting methods that will pay for themselves. References. Personal attention.
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STEEL STAMPS & DIES
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BRIDGEPORT, CONN.

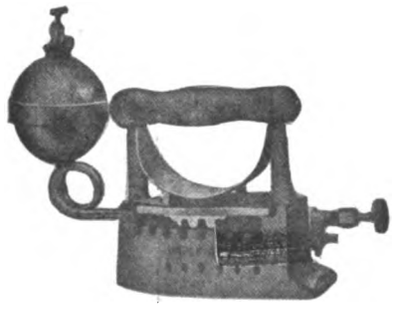
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does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.
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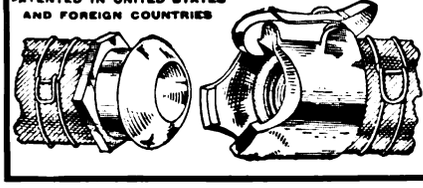
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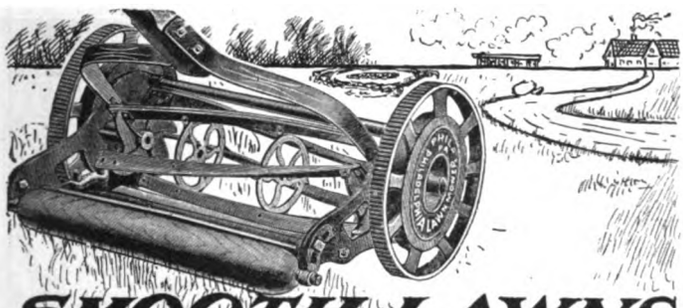
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Promote system and order.

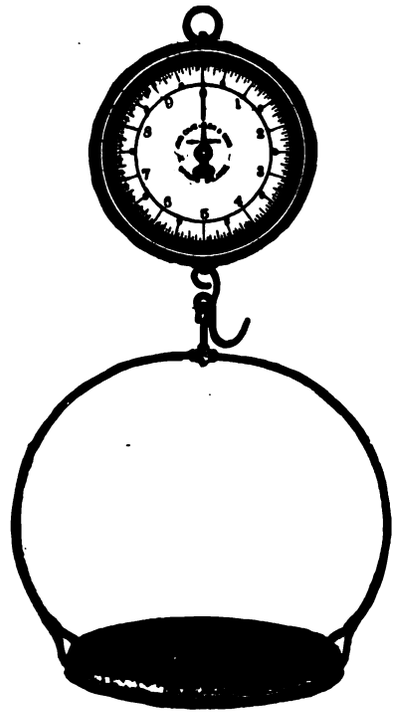
CATALOG H, for Hardwaremen, gives all information and shows conclusively what we can do for YOU.

THE PIQUA BRACKET CO.

Piqua, Ohio.

HARDWARE

Chatillon Spring Scales



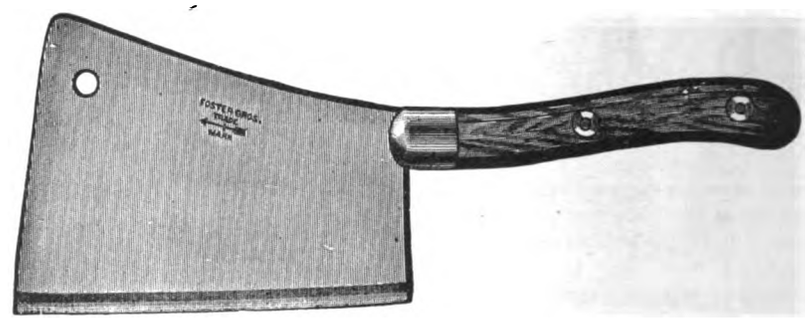
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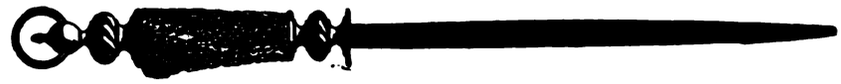
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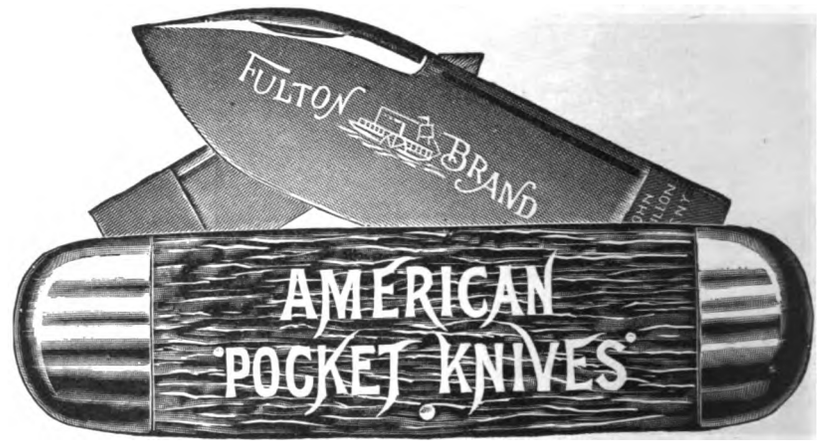
We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants, and for domestic purposes.

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Famous throughout the World.



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of the finest quality, in large variety. Good sellers all of them—Knives that give satisfaction to both buyer and seller.

ESTABLISHED 1835.

JOHN CHATILLON & SONS, New York City

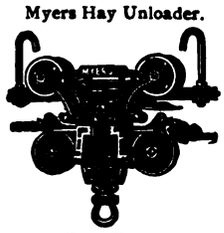
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BEST PUMP ON EARTH.



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HAY UNLOADING TOOLS
and BARN DOOR HANGERS
HAY RACK CLAMPS

Myers Hay Unloader.



Steel Track. Aluminum Finish.



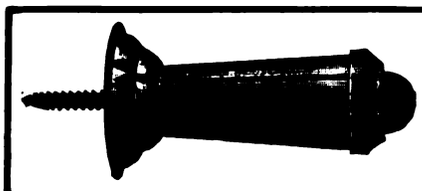
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The Champion Metallic Base Knobs
NEVER BREAK
(TRADE MARK)
Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by
THE CHAMPION SAFETY LOCK CO., Geneva, O.

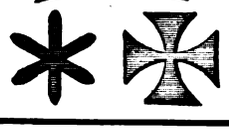


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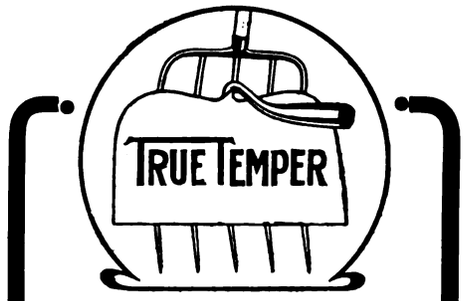
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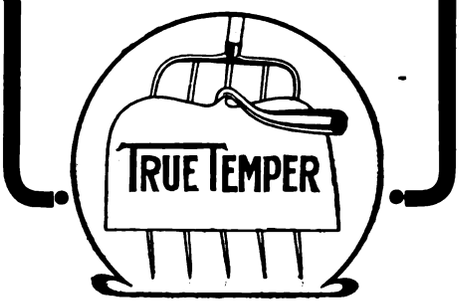
Every Known Kind of Farm and Garden Hand Tools

ADVERTISED

to over 5,000,000 farmers. Ask your Jobber for the "True Temper" grade of your present line, if it is one of our First Quality brands.

Ask Us for Our
FREE SALES AIDS.

AMERICAN FORK & HOE CO.
Cleveland, O.



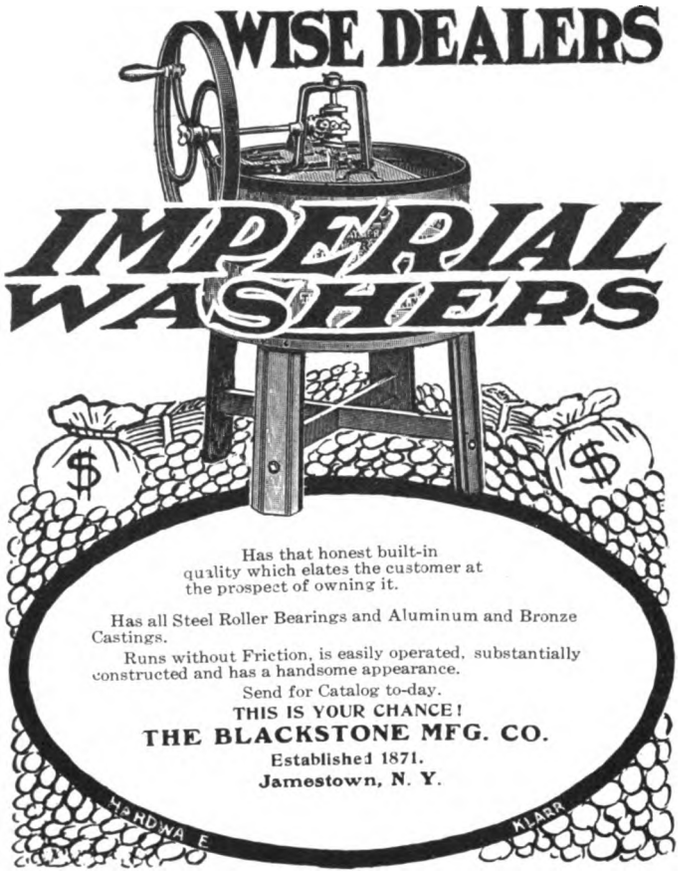
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IRON AND STEEL
Plain and Galvanized Bars. Hoops, Bands, Angles, Channels, Tees, Plates, Sheets, Wire, etc.
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Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.



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A MONEY MAKER FOR WISE DEALERS



Has that honest built-in quality which elates the customer at the prospect of owning it.

Has all Steel Roller Bearings and Aluminum and Bronze Castings.

Runs without Friction, is easily operated, substantially constructed and has a handsome appearance.

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DISSTON CHROMOL HACK SAW BLADE

Made of

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As far as the Steel is concerned we guarantee it to do more satisfactory work day in and day out than *any* other Hack Saw metal.

It is a special high-grade material peculiarly adapted for metal-cutting blades.

And the Saw—well, the teeth are *milled in*, for one thing, making them clean and sharp and giving greatest possible strength.

And another thing is that blades are hardened by DISSTON SPECIAL PROCESS.

Made under DISSTON BRAND only

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Keystone Saw, Tool, Steel and File Works

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Of all Axle Grease is the Frazer- the Old Reliable. It has greased all kinds and conditions of Axles for

Half a Century

with uniform satisfaction to both dealer and user.

Don't make the mistake of ordering cheap stuff —the Best—Frazer—is none too good for your trade. Write for prices to Frazer Lubricator Co., Chicago, New York and St. Louis, on

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WE ARE

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Including Cutlery, Sporting Goods, Guns, Etc.

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We are sole distributers for one of the best lines of paint made, and will sell you for less money than you can buy comparative goods for. This we guarantee.

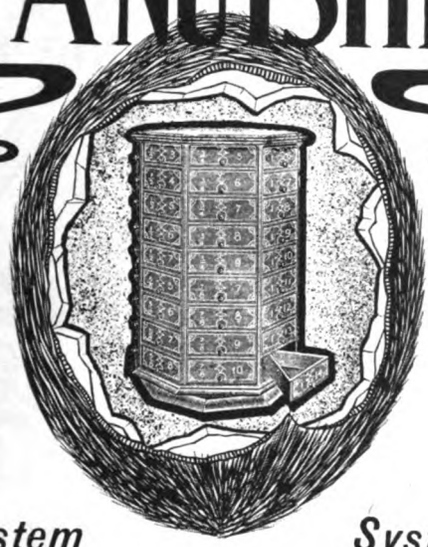
Write us for information regarding our special 75 gal. Assortment of Barn Paint. A Paint that is Red and Stays Red and is without question at the price we sell you, the best value on the market today.

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IN A NUTSHELL



System *System*

Is the foundation of PROFIT

There is no system in a promiscuous scattering of Bolts, Screws, Tacks and Fine Tools over the shelves. But there is lots of system in the

AMERICAN REVOLVING BOLT AND SCREW CASE

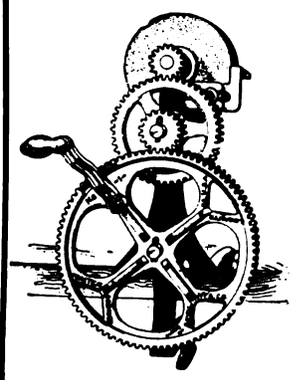
Saves shelf room, time and money. Makes all stock INSTANTLY AVAILABLE. We make sixteen sizes, any kind of wood and style of finish. Sold by all Jobbers.

SEND FOR DESCRIPTIVE BOOKLET.

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ROYAL GRINDERS



CUT QUICK AND KEEP ON CUTTING!

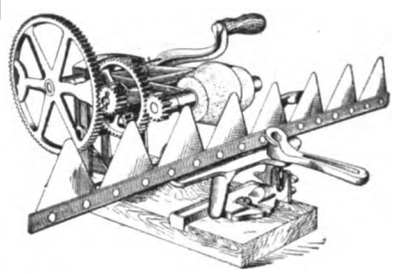
Speed and a light pressure of the tool is all that is necessary, in comparison to elbow grease and back breaking work when the old-fashioned grindstone is used.

ROYAL GRINDERS are made in various sizes for foot or hand power. Useful in the kitchen, store, workshop or farm.

Every Grinder fully guaranteed

Liberal discounts to the trade. Write for catalog.

Our grinders are fitted with wheels of the finest **ALUNDUM** —the hardest, sharpest and most durable abrasive material known to science. Our Catalog tells all about it.



ROYAL MFG. CO.

282 E. Walnut Street, Lancaster, Pa.

Representatives:

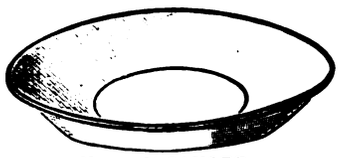
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White Steel Enameled Ware



No. 508 CUP.



No. 509½ SAUCER.



No. 847 COMBINET.

For Summer Camp Supplies, Hospitals and Public Institutions.

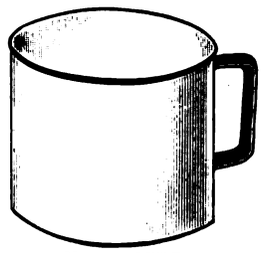
Our line is most complete. Our prices are reasonable, and the profits large enough to pay you for pushing them this season.

Be convinced--send for catalog, prices, and see!

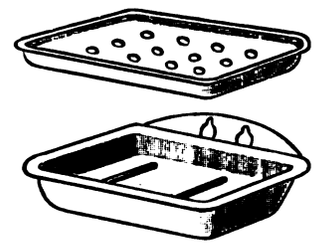
Agents wanted to sell this line, as a side line, to the Hardware trade in New York, Pennsylvania, Virginia, Maryland, West Virginia, Ohio, Indiana, Illinois, Missouri, Iowa, Wisconsin, Minnesota, North Dakota and South Dakota.

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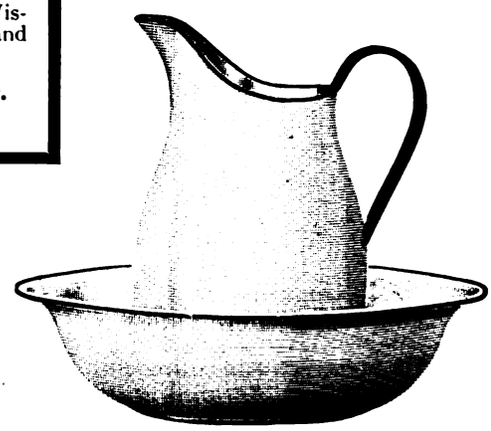
NEW YORK, 39 MURRAY ST.
CLEVELAND, OHIO.



No. 513 MUG.

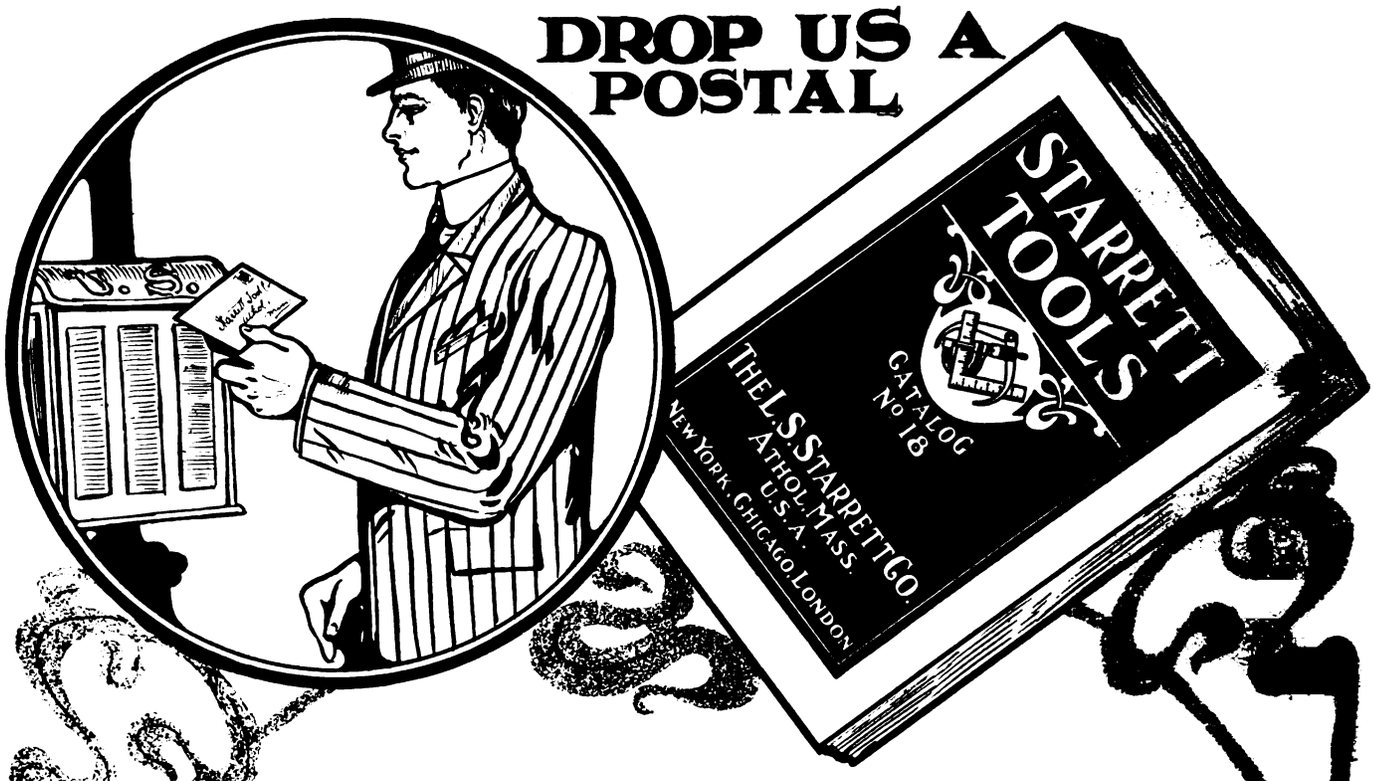


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NEW CATALOG

It contains 232 pages of all that is latest and best in Fine Mechanical Tools. Over 300 illustrations. Every tool indexed by name and by number. A number of new tools are shown including a Micrometer that can be Instantly opened or closed to any point. There are some additions to sizes and improvements in design of old tools. Altogether it's the newsiest, most complete and most convenient tool Catalog ever issued.

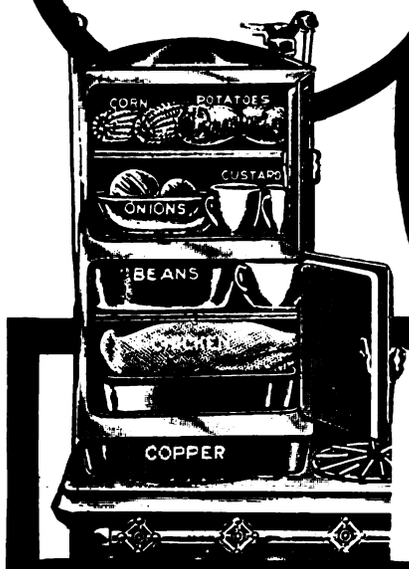
All it costs you is the trouble of asking for it. It is worth the trouble. Ask for Catalog No. 18 T.

The L. S. STARRETT CO.

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Ideal Steam Cooker
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"All Around Excellence"

Is the consensus of opinion among thrifty housewives of the Ideal Steam Cooker—either square or round—because it cooks the whole meal for the whole family without watching worrying or waste of time.

You would not want a better Cooker to sell.

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read our advertisements in all the popular magazines, and every inquiry or order we turn over to the dealer.

Get our 48-page Book and Testimonials.

Our prices and discounts will surprise you.

The TOLEDO COOKER CO.

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K. HARDWARE.

5 TOOLS IN ONE



8-Inch Try-Square
Bevel
Butt Gauge
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Mitre---

none other than

Hight's Union Combination Square

It is the best tool of its kind on the market. No mechanic's tool kit is complete without it. Accurately made of the best material; all nickel plated. Sell? We never saw the beat of it. Send for description and prices.

LARGE PROFITS FOR DEALERS.

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This is an attractive 32-page booklet containing authoritative information on the care of the horse in and out of the stable. All of your customers interested in horses will want a copy.

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You take no risk on the quality. We make only the best.

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Sand Papers IN **Reams and Rolls**
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HAIRFELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

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"AMERICAN" TWIN FREEZER

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and the same time, in one Freezer . .

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The Best Ice Cream Freezers in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

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Carriage Requisites

FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,
349 & 351 WEST 26TH STREET,
NEW YORK.

ESTABLISHED 1836

ALFRED FIELD & Co.

93 Chambers and 75 Reade Street, New York.

A STRONG COMBINATION

We are Sole Agents in the United States for

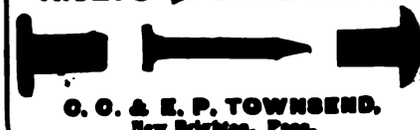
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MACHINE, COIL and HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

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A Thorough Understanding

of how Terne Plates are made, has saved many a man many a dollar when specifying and laying a tin roof. That you may know exactly how

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32 POUNDS COATING

ROOFING TIN

is made, and how carefully each branch of the Old Style process is adhered to, we want to send you our valuable booklet "From Underfoot to Overhead" free of charge.

This follows the ore from the time it leaves the mine until it becomes a sheet of MF Tin; it also shows illustrations of the many processes through which the ore must pass before it is ready for the roofer's hands, and taken all in all is a book which every Architect, Roofer and Property Owner should read and keep for reference. Write to our Advertising Department to-day—and learn how "The Terne which turns the elements" is made.

AMERICAN SHEET AND TIN PLATE COMPANY,

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We Defy Competition





SNOW WHITE

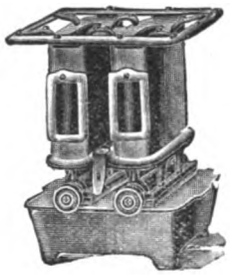
ROLLER GEARING ROTARY WASHER

It is so practical—so durable—so superior in every respect and such a good seller that the Hardwareman not handling it is blind to his own interests. Its name is the best guarantee of doing snowy-white washing—the name of its makers leaves no room for doubt that rugged old honesty is wrought into every part of the machine.

Send for Circular and Prices

because we are the largest manufacturers of Family Washing Machines in he world. We make fifteen different styles and sell them at prices within the reach of any purse, leaving a good profit to the dealers. "Seeing is believing." Send for particulars.

H. F. Brammer Mfg. Co., Davenport, Iowa

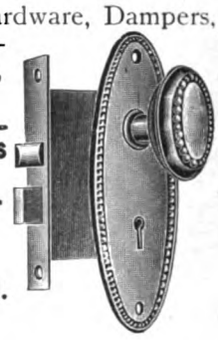

TAYLOR & BOGGIS' Hardware Specialties

Light Grey Iron Castings, Builders' Hardware, Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Etc.

We Furnish You Quick Sellers —You Sell Them.

Send for our Catalog.

THE
Taylor & Boggis Foundry Co.
CLEVELAND, OHIO.








ALUMINO AND ELECTRIC OIL HEATERS

THE WORLD'S BEST—MORE THAN A MILLION IN USE.

This enormous number of "ALUMINO" and "ELECTRIC" Heaters have not been sold on bluff or pretence.

They've been sold on QUALITY and PERFORMANCE.

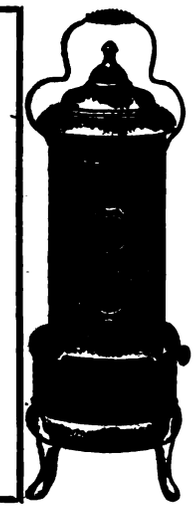
The oil-heater is no longer a matter of choice. "ALUMINO" and "ELECTRIC" are **STANDARD** the world over.

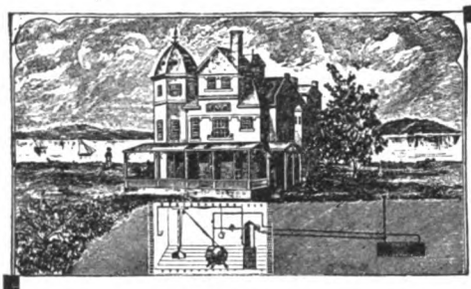
Our wonderful "Safety Burner," combined with the beauty and durability of our Heaters, have placed them in a class beyond comparison.

Any live dealer in any locality will find sales for the "ALUMINO" and "ELECTRIC" Heaters, and should not be without a full assortment.

Your Jobber or we will cheerfully supply you. Send for our free book "The Oil-Stove Salesman."

NOVELTY MFG. CO., Dept. W., Jackson, Mich., U. S. A.





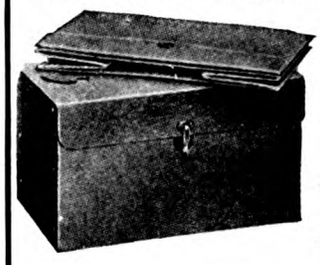
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by means of the
Climax Gas Machine and Mixer

Individual Plants for Homes, Stores, Offices, etc., which are perfectly safe and very economical. Approved by Insurance Companies. Brilliant Light and excellent cooking service. Machine lasts a lifetime. Our system is the result of thirty years' development. Send for our Catalog.

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"CAMERA" FOLDING LUNCH BOX

The original and best folding lunch box on the market. Made entire from one piece of best fiber board, cloth-covered. Easily folded. Lasting and attractive in appearance. *Send for Samples and Prices.*



INSECT, DUST and WATER-PROOF

Fits the pocket and fits the purse.



ROCHESTER LUNCH BOX MFG. CO., Rochester, N. Y.

PUT YOUR FAITH IN THE MALLEABLE SHOD BARROW

—or anything else that can be carried.

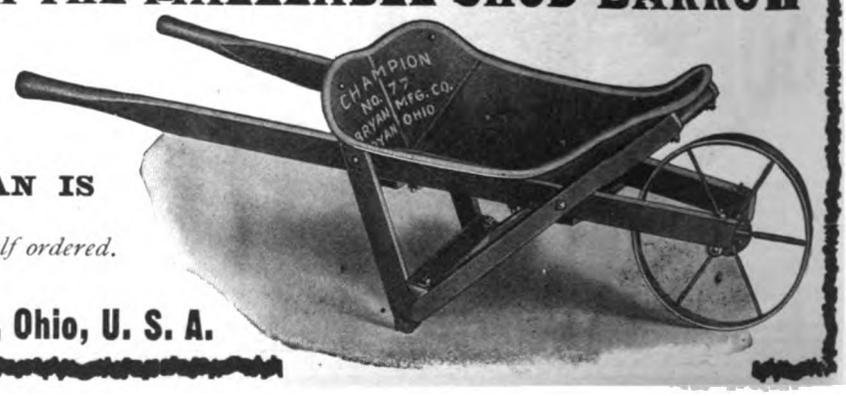
It will not break down or wear out under the heaviest loads.

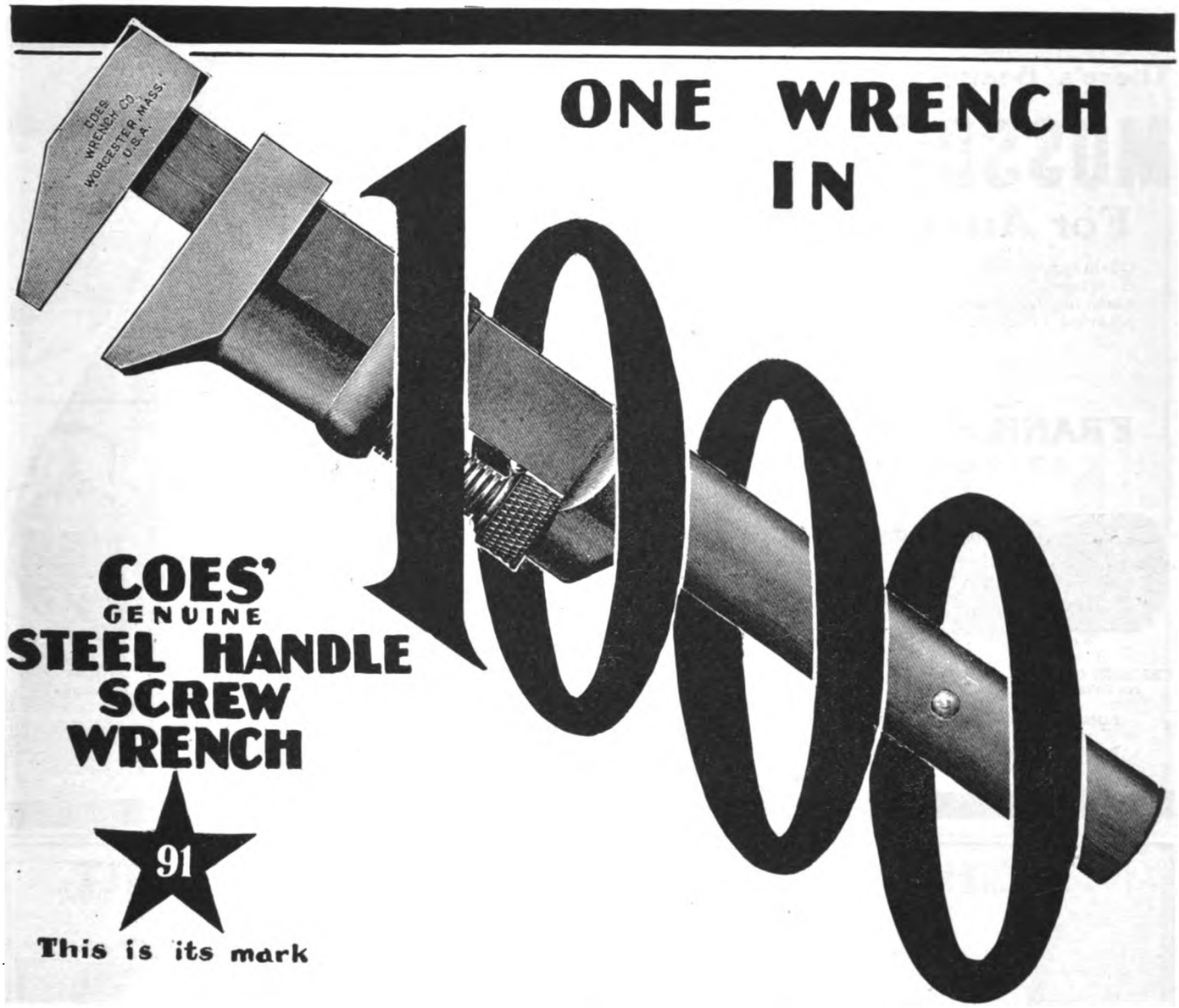
It is a vehicle made for work.

BUILT STRONGER THAN IS NECESSARY

Those who receive our catalog have half ordered. Send for it.

THE BRYAN MFG. CO., Bryan, Ohio, U. S. A.





30 PER CENT. STRONGER

than any other Wrench made. THE WRENCH THAT PROVES. It is designed for use where excessive heat, moisture or severe service make exceptional demands upon a tool.

Handle is internally supported (patented). Steel bar and screw steel casting for jaw and handle. Steel rivet and first quality steel ball in screw race. Made in eight sizes, and in black finish only—6, 8, 10, 12, 15, 18 and 21 inch. Also 4 in. finished in case-hardened gun finish only.

The User Knows. Say "Coes' Wrenches" and be safe.

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There's Beauty as well as Strength in the

MOSSBERG WRENCH

For Auto and Machine Use

Quality and Finish Developed to the Highest Notch.
A Wrench you can depend upon.
Each one guaranteed.
Nickeled or mottled finish. Sizes, 5 to 10 inches.

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KELLEY-HOW-THOMSON CO.
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if you sell paints and varnishes bearing the above trademark. The expert labor, excellent materials, and latest improved machinery used in making these goods produce an article which you can recommend to your most particular customer with the certainty that he will be satisfied. HICKORY High Grade Paints and Varnishes will increase your sales.

KELLEY-HOW-THOMSON CO.
WHOLESALE HARDWARE
DULUTH MINNESOTA

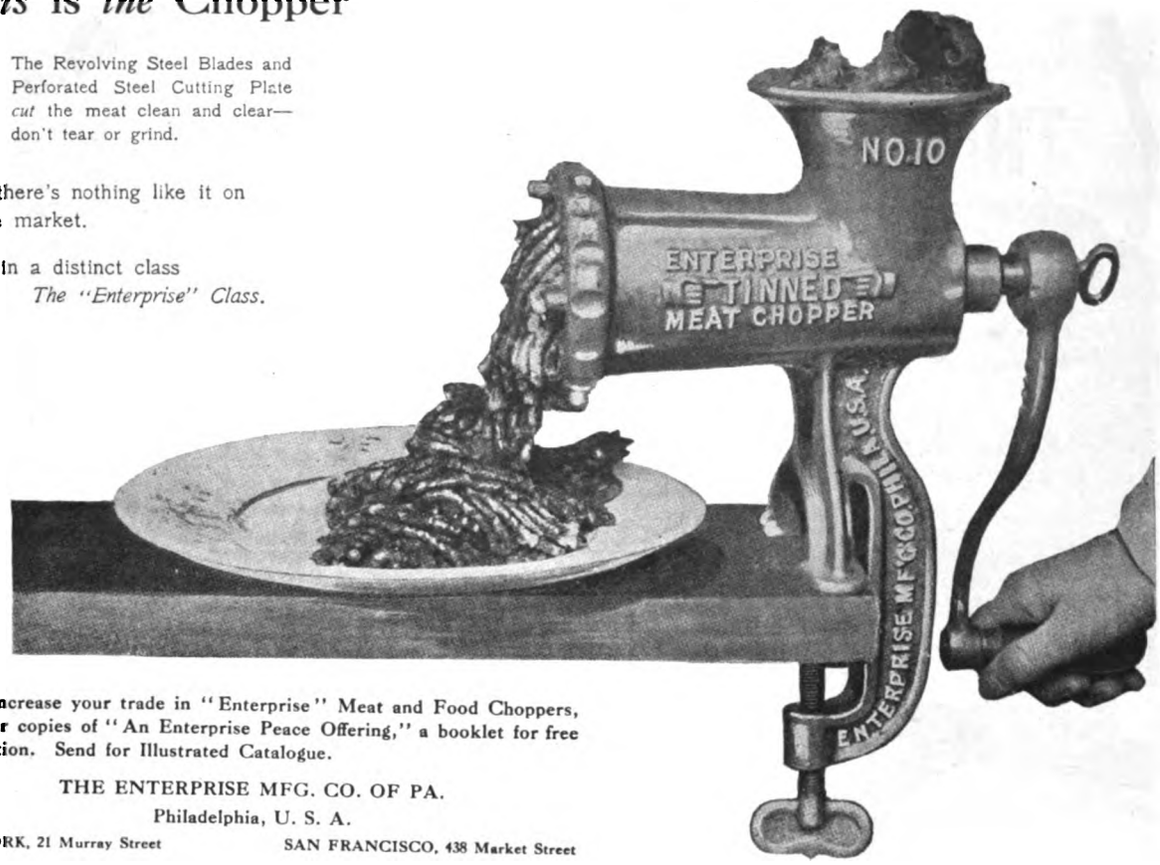
This is *the* Chopper

35 Sizes and Styles for Hand, Steam and Electric Power

The Revolving Steel Blades and Perforated Steel Cutting Plate *cut* the meat clean and clear—don't tear or grind.

No—there's nothing like it on the market.

It is in a distinct class
The "Enterprise" Class.



To increase your trade in "Enterprise" Meat and Food Choppers, write for copies of "An Enterprise Peace Offering," a booklet for free distribution. Send for Illustrated Catalogue.

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U. S. A.

NEW YORK, 21 Murray Street SAN FRANCISCO, 438 Market Street

THE SCREWLESS SPRING-SET SHEAR

FEATURES OF SUPERIORITY

7 7

1. Never wears loose at joint.
2. Blades held together automatically, with just the right spring tension.
3. Pivot free to rotate, forming roller bearing.
4. Largely self-sharpening.
5. Easy to take apart and put together.
6. Tension is adjustable.
7. *Gives complete satisfaction to customers.*



THIS IS ITS STRONG SELLING POINT
the point which will enable you to create sales. The adjustable spring tension overcomes the great weakness of all other shears.



Send a Trial Order To-day

Write for Circular "A." Mention HARDWARE.

DAVIES AUTOMATIC SHEAR CO.
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THE MOTOR HIGH SPEED BALL BEARING WASHING MACHINE

THE MACHINE WITH A RECORD

Thousands in use everywhere. Sold on Exclusive Agency Plan only. Our Positive Guarantee with each machine.

OUR GUARANTEE

"If this machine is not perfectly satisfactory to your customer at the end of 30 days' use, you may return it to us at our expense, and receive full credit."

Initial shipment will be sent ON APPROVAL to reliable dealers only.

A postal will secure the Agency for this machine in your city. Write to-day for terms and prices.

MICHIGAN WASHING MACHINE CO.
MUSKEGON, MICH.





The Crystal Coffee Mill

We Send Samples

OF ANY OF THE

300 ARTICLES COMPOSING THE

Unexcelled Line of Arcade Goods

We show herewith four fine money-makers for the Hardware Dealer.

THE CRYSTAL COFFEE MILL with glass hopper and tumbler, the most perfect mill made and with it the most discriminating customers can be interested. Its superior advantages are apparent at sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. A companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to coffee mill trade.

You can satisfy every requirement of your trade with the sixty different styles of wood, glass and metal mills which we manufacture.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. Made of the best steel and has the latest improved spring adjustment. A durable, saleable and profitable article.

THE EIGHT SPACE SPICE CABINET made of hard wood in natural finish. Strongly built to withstand the roughest usage. Each compartment labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.

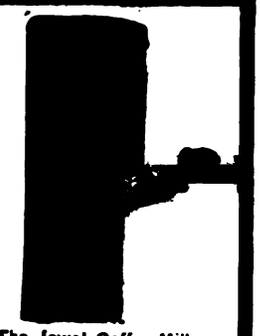


The Gem Mop Head

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.
Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

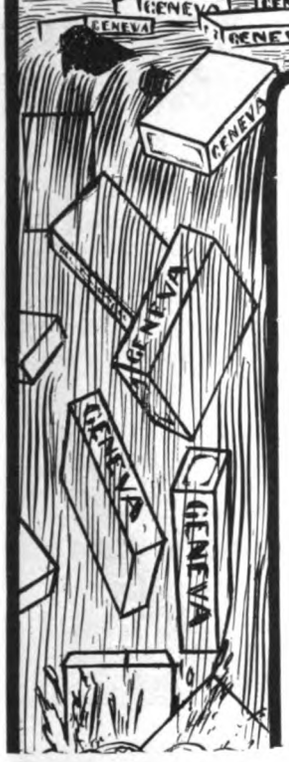


The Jewel Coffee Mill



Eight Space Spice Cabinet

A FLOOD OF QUALITY



3600 GENEVA RAZORS

EVERY DAY

is the output of our factory. Made in 300 styles of fancy handles.

By liberal patronage Hardwaremen show that they appreciate our efforts to give them that class of goods appropriate to their trade.

GENEVA RAZORS are dependable **always,** from our high priced razor to our cheapest style.

Special formula English steel used in the blades.

Mounting in every style of pearl, ivory, celluloid or hard rubber tangs.

Special designs in black, gilt line or two-color effects in gold or copper, etched on the blades.

Contract work our specialty. We operate our own case and box factory.

Samples submitted direct, without expense, or we will send an expert from the factory to consult with you.

GENEVA CUTLERY CO.
GENEVA, N. Y.



If You Handle White Tape

for Masons' or Mechanics' Use



ask us for samples and prices of our Special White Tape for this purpose.

We make hundreds of thousands of pounds of tape for various purposes every year, and know tape just about as a mite knows cheese. Ou

MECHANICS' WHITE TAPE

is made from a stock we have specially compounded to meet the requirements in a tape of this kind, and the tape itself is sufficient proof that we know what these requirements are.

Dealers say that it is unusually well thought of by their trade, and this fact, together with the selling helps which we furnish, enables dealers handling it to get a *big* share of this business.

Samples, prices and full information on request.

MORGAN & WRIGHT
17 Bellevue Ave. DETROIT, MICH.



In time of Danger

The **O'Brien Electric Whistle**



means safety to all on board because it is very clear and loud, responds instantly and is

ALWAYS READY

It requires no air pressure, and is operated by dry batteries and a push button.

Simple, lasts forever, and can be attached in ten minutes.

Made of highly polished brass, height 10 ins., diameter 3½ ins. Agents and demonstrators wanted. Liberal commission. Retails for $9.75 with push button and wire ready to attach.

Let us send you full description and terms

O'BRIEN ELECTROPHONE CO. HALLOWELL MAINE

The Smith & Egge Mfg. Co.

BRIDGEPORT, CONN.

Manufacturers of

Sash Chains





"Giant," "Red Metal" Cable and Jack

Chains

Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities*. You will find them in use in the *finest buildings*.

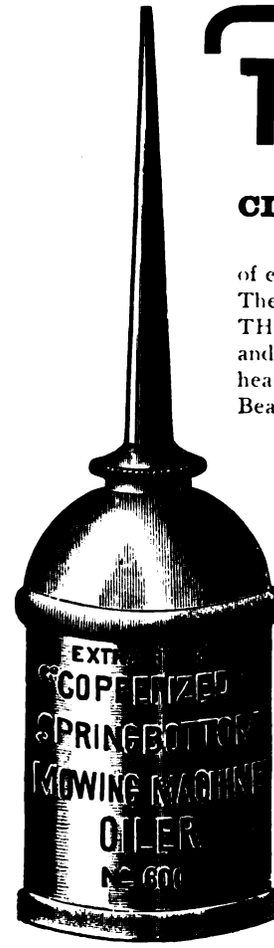
New York Agent: J. J. Halpin, 62 Reade Street. Philadelphia Agent: W. E. Trull, 514 Commerce Street. Chicago Agent: H. H. Munger, 142 Lake Street. St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg. San Francisco Agent: S. V. Armstrong, Monadnock Bldg.

No. 40.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM



of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

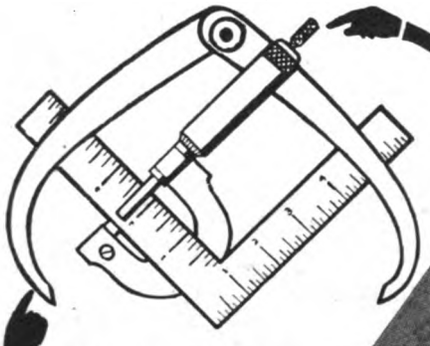
Special Price on Large Orders from the Jobbing Trade.

The American Tube & Stamping Co.

Successors to

The WILMOT & HOBBS MFG. CO.

BRIDGEPORT CONN.



This is the mark of Quality in Hack Saws

STARRETT HACK SAWS

These saws are made of the finest grade of steel, found after exhaustive experiments to be best adapted to the purpose.

The teeth are sharp, with square cutting points, set evenly and in such a manner that EVERY TOOTH CUTS. The set is just enough to insure a free, smooth and rapid cut, removing no more stock than necessary. The saws are tempered by our improved process, which leaves them hard and tough, so that they will not "shell off," and ABSOLUTELY UNIFORM. They are too hard to file.

The L. S. STARRETT CO.

ATHOL, MASS., U. S. A.

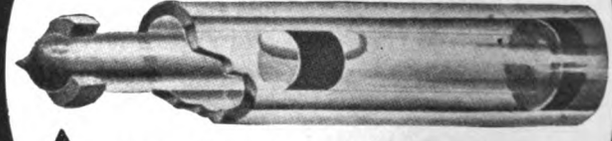
New York Chicago London

Within the Circle

Are a Few Reasons Why

AKRON LEVELS

Are Superior to Others. Wide Band makes accurate reading easy at a distance of 10 feet.



Inner Glass is carried on elastic bearings, and enclosed in a heavy glass tube, making it practically unbreakable when placed in the wood.

Akron Levels Set the Pace

They have many advantages, such as light weight, correct length, and are sold at a cheap price for quality.

Get Our Catalog

THE BAKER, McMILLEN CO.

AKRON, O.

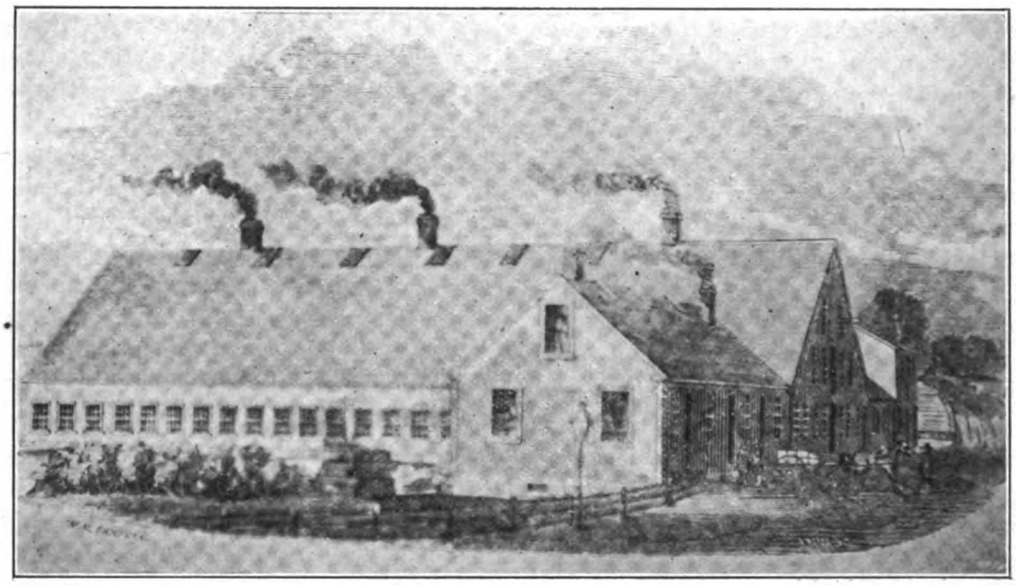


THE WHITTENTON IRON INDUSTRY AT TAUNTON, MASS.

BY REV. GEO. H. JOHNSON

THE city of Taunton, Mass., claims the honor of being the parent of the iron industry in America. There was, indeed, an earlier enterprise in this line for the son of Gov. John Winthrop organized, with the help of English capital, for the manufacture of bar iron from native ore in 1643. This company began work in the present town of Braintree and a little later opened works in the borders of Lynn. Boston records show the donation of three thousand acres of common land for the encouragement of this company's enterprise at Braintree, and skilled workmen from the home land were brought to make it successful; but, either through mismanagement or the scarcity of ore, the result was failure after an expenditure of about £10,000.

Among the skilled workmen brought from Wales by this company were two brothers, Henry and James Leonard, who, upon the failure of the Braintree works, were invited to Taunton by vote of the town, October 21, 1652, the record reading in part: "Imprimis, it was agreed and granted by the town to Henry and James Leonard free consent to come hither and join with certain of our inhabitants to set up a bloomery work on the Two Mill River." A grant of woodland on either side of the river and of the right to mine ore on the common land was a part of this vote. After some effort the company was formed and its records still extant show that it began work in the year 1656. The price of shares was fixed at twenty pounds, but subscriptions for half and even quarter shares were gladly taken.



LEONARD STOVE FOUNDRY AT TAUNTON, MASS. BUILT IN 1851, BUT NOW DEMOLISHED. FROM AN OLD WOODCUT.

Henry Leonard, who had previously been connected with the effort at Lynn and in another unsuccessful one at Rowley, did not remain at Taunton, but went to New

Jersey where he some time later organized an iron company and successfully manufactured bar iron. His brother James remained, the mainstay and director of the Taunton company and to him was primarily due its success. The building of the dam, the bringing of the heavy machinery necessary and the gathering of the necessary capital required much time, but as early as 1659 the first dividend was declared, the brief record in the old ledger reading, "1659, 400 shared." The next year the record is a little more explicit: "1660, a ton of iron sould to buy goods whi. were divided." The work ceased for three years following 1675 on account of the dangers incident to King Philip's war, but was resumed on the return of peace, and owing to the scarcity of money the bar iron made at the Taunton works became a circulating medium of exchange in all this part of the colony, and the ancient ledger of the company shows many an order for the payment of grocery bills, the school master's rate, and the minister's salary in iron. In illustration of these times one order may represent the many still preserved: it is from the pastor of the Taunton church.

"*To Capteyn Thomas Leonard:*

SR.—I would pray you to pay Elizabeth Gilbert (my late servant mayd) the sum of thirty-five shillings in iron at 18sh. pr cwt. to her or her order & place it to my account * * * pr yr friend and servant.

SAML. DANFORTH.

Dated, TAUNTON, March 11, 1703-4."

This iron money passed current both in Boston on the north and Newport on the south of Taunton. The town itself held half a share in the iron works and the accounts show that it received a dividend in 1683 "1c. 2 qrs. in iron on Deacon Walter Deane's order for the schoolmaster, Mr. Green," in 1700 "Madame Leverett," widow of Gov. John Leverett, was entitled to "5 c. of iron" and this was carted to Plymouth and shipped from there to Boston. In 1731 the town of Raynham was set off from Taunton and the iron works were included in the new town. For a year or more at this time there was no dividend declared, but on the death of Dea. Samuel Leonard, in 1749, his twelve shares were valued in the inventory of his estate at £660 "of the common currency," showing the value of the original £20 shares to be £55 at this time.

But while the earliest iron works were now no longer in Taunton, there was no lack of iron manufacture in the village founded by Elizabeth Pole. The success of one such enterprise made certain the establishment of others, and as early as 1669 James Leonard, the founder of the forementioned plant, had begun plans for another on Mill River, on the opposite side of the town now known as Whittenton and consisting of the eighth ward of the present city limits. The original contract for the right to build the dam "and also over fflow som of" George Macey's land is one of the treasured relics of the city. The forge was put in operation as soon as possible after the close of the Indian war and the three sons of James Leonard left the older works to be associated with their father in the development of this new enterprise, and the forge continued in the Leonard family nearly a century and a half. In 1805 a nail mill was built, the nails being cut by crude machines and the heading done by hand. In 1807 a story was added to this nail mill and in the upper room machines for spinning cotton yarn were first introduced, a manufacture small enough at the time but destined to a most marvelous growth. In 1811 both mill and machinery were destroyed by fire, but the firm of Crocker, Bush & Richmond, who had bought out the Leonards, made all possible haste to rebuild the cotton factory and also, but more leisurely, the nail mill. The cotton industry rapidly increased in importance, and when a second fire in 1839 destroyed the nail mill the iron industry at this place became superceded by the cotton plant, which, under the energetic ability of Willard Lovering and his sons has developed into the large plant of the Whittenton Manufacturing Company, one of the largest business establishments of the present city of Taunton, giving employment to some fifteen hundred people and having a weekly pay-roll of over ten thousand dollars.

But while the original site of the "bloomerie" thus became the scene of a new industry under new management, neither the iron industry nor the Leonard enterprise were ready to abandon the field. The making of nails soon passed into the stove manufacture which has since made Taunton known around the business world. In April, 1844, Deacon Samuel Leonard began the stove-making business on a small stream emptying into Mill River just below the dam erected by his ancestor for the "Whittington forge." Much of the year the water power was insufficient to move the machinery and it was necessary to use horse power, a boy's wages for driving the horse being ten cents a day at that time. This establishment was burned in 1851 but was at once rebuilt and enlarged and a picture of the building is here given. Deacon Leonard associated his sons, Lemuel L. and Henry G., in his business and its rapid increase led to the decision immediately after the war to remove to another part of the city where railroad facilities could be obtained. The removal proved unfortunate, owing largely to the untimely death, in 1876, of Lemuel L. Leonard, whose father, Deacon Lemuel, had died but eight years before. The Whittenton Stove Foundry now became the Leonard Co-operative Foundry, but without the guidance of its superintending genius, it was unable to compete with the growing capital and plants of rival foundries and was soon abandoned, while by an irony of fate the original location at Whittenton, which had been given up, owing to lack of railroad facilities, was sold to the railroad company, who filled up the meadow once overflowed by damming the stream, to make a roadbed for their new railway.

GOOD HARDWARE BUSINESS

Hardware dealers in Omaha are rubbing their hands with joy because of good business. Prices remain stationary, although last Fall they had been advancing. Building trades' tools and supplies form the greater part of the local business.—Omaha, Neb., *News.*

AN ADVERTISING CAMPAIGN THAT HAS PAID BIG DIVIDENDS

BY OUR STROLLER

THE four-inch, single-column advertisements of J. B. Shannon's Sons, of Philadelphia, have attracted widespread attention from the readers of the papers of the Quaker City for several years back. The extraordinary variety of suggestion of these ads. and the length of time during which they have been run prompted HARDWARE's representative to seek an interview with Mr. Alfred P. Shannon, who has this branch under his special supervision, for it can safely be said that this firm is the most persistent newspaper advertiser in Philadelphia —possibly in the East—in the Hardware trade.

The entire advertising appropriation during a series of years has varied between $5,000 and $8,000 per year—a neat sum for a single-line house to spend in advertising, a sum that represents the entire cash capital of hundreds and thousands of Hardware stores. Mr. Alfred Shannon, however, is a gentleman of energy, intensity and progress, and he and his brother and partner, Edwin H. Shannon, decided several years ago to force the fighting, which they have been doing with conspicuous success.

The ads. are furnished by a local advertising agency, though close co-operation is necessary on the part of the firm. "And part of this co-operation," said Mr. Alfred Shannon, "consists in getting seasonable goods ordered, in the store and to the front, early. Of course there are always plenty of early shoppers who are smelling around from place to place, and whom you may not catch, even with early offerings. But the "shopper" is here to stay, and you will stand a better chance of getting him by having the goods on show on time. In getting results from our ads., one of the vital points is to offer goods in the papers at exactly the psychological moment. They may be on our floor a bit ahead of time, but the ad. comes right when the goods are wanted. We have found that the timeliness of all ads. makes an immense difference in their pulling power."

The firm have a memorandum book in which is entered the date for pushing every article in the stock that has a "season." Thus, as the calendar rolls around, there is a reminder not to overlook any of the stock that is peculiarly seasonable. A stock "calendar" is worth having. Make up one carefully to suit your own stock.

This four-inch, single-column ad. is placed in one evening paper of Monday, Wednesday and Friday, and in another evening paper of Tuesday, Thursday and Saturday, besides three other papers on Saturday and Sunday, in recognition of the fact that thousands of people living out in the country tributary to Philadelphia, strange as it may seem, read Saturday and Sunday papers when they may read no others on the remaining five days of the week. As space in Philadelphia papers costs twenty and twenty-five cents an agate line, advertising, even in a four-inch space, "counts up," if used in several mediums for a year.

One window is changed one week and the other the next, the dressing of the window corresponding in general to the articles advertised. The frequency of this change, while more marked than in most progressive stores, would hardly seem, however, to be quite in keeping with the superb advertising plan, where no ad. appears in the same publication unchanged.

The Shannons believe in putting the price on the goods, and using no cabalistic symbols. Every article in stock is plainly marked, so that the customer may see the exact price when examining. No article goes into the windows, Mr. Shannon says, without a price mark on it. "Objection may be offered," he continues, "because our competitors would then know our prices. Let them know them. What difference does it make? Suppose they put on a lower price on the same article in his window. It does not happen very often anywhere, but if it does, the first man who offers the goods gets the cream, be it one of our competitors or ourselves, and when a drop is made by another party it is time for the first man to bring something else to the front. The public is entitled to know what things cost, and in a window display you withhold very, very valuable information if you don't give the price. You tell only half the story. Give the facts. Mark your goods in plain figures. You'll win in the end."

"What is your most satisfactory and profitable line?" was asked.

"It's a little hard to say," replied Mr. Shannon, "but I'll say tools. Artisans like to trade in a Hardware store, and to be waited on by men who know something about tools. So do family men who are handy about making repairs around the house. There's an incongruity to them in going into a department store, locating the department after some difficulty and then being waited on by a woman, in all probability. A man with a big contract came in here the other day and in ten minutes bought around $100 worth of tools. 'You can suit me and sell me here sooner than I can find the place to buy in a department store,' he said. The department stores are not gaining in the tool end. One of our big department stores here has thrown out builders' Hardware, a kindred line, selling off their entire stock. Yes, tools, and a good line of cutlery might be said to constitute the backbone of many a good Hardware business. With a $5,000 stock of these goods—tools and cutlery, even with scarcely anything else—a bright man who will

push and advertise can make a success of it almost anywhere."

The Shannon business is divided into departments to as great an extent as possible, and some clerk is placed over the stock of each department, whether he is the only salesman in it, or whether there be two or half a dozen. It is the duty of the department heads of stock to go over their stock at least once a week and turn in a list of what is running low or is entirely out. Sometimes there occurs an unprecedented run on some special articles for reasons that can sometimes hardly be fathomed. A contractor makes a big purchase of tools; a regiment goes to camp, and camp necessities are drawn on heavily. Then hatchets sometimes begin to fly for some occult reason, as well as many other goods. The men looking out for stock are keen and watchful in keeping up their end at all times, for it is akin to disgrace for any one of them to have to own that he is "out."

In a city the size of Philadelphia it might be thought that in a business like Shannon's, with two or three dozen clerks, the selling of goods would be more or less mechanical, with "the boss" sitting back on a throne somewhere, and out of touch with the important sales department. But this is not so. The personal element enters largely into the situation. Mr. Shannon is out on the floor talking to customers, meeting his friends, shaking hands, explaining points referred to him by salesmen, and injecting a really social atmosphere into the busy



A FEW SAMPLES OF SHANNON'S EFFECTIVE ADVERTISEMENTS

business place. He knows scores of the people, many of them his friends, who come in daily to look up their necessities. He is a live wire and his presence and co-operation lend life and animation to the place.

"You seem to be thoroughly keeping up your end here," was remarked as the people kept passing in and out.

"Yes, our experience in pushing our business by advertising and other means has been thoroughly satisfactory," was the reply. If the department stores get in on us it won't be, in my time of life or yours."

We select for illustration the best of a big number of ads. that have been used during a recent period, and which were kindly furnished to us by Mr. Shannon. Suggestion runs through the ads. The Hardware business is a business of suggestion, and Mr. Shannon's Sons have won a pre-eminent place in the art of suggesting uses to millions of people for the goods on their shelves. The whole series of ads. would be a great asset to any Hardware dealer.

The firm, by the way, was founded in 1861 by J. B. Shannon, who, in 1876 was joined by his sons, Alfred P. and Edwin H. Shannon. The senior has since passed away. In 1903 the firm moved from its old stand on Market street to a fine location on Chestnut Street, between Eighth and Ninth.

A MAIL ORDER FOLLOW-UP SYSTEM

BY G. H. DIRHOLD

YEARS ago when John Smith received a cargo of goods from the West Indies, he made the simple announcement in the newspapers that the good ship Alice had arrived safely in port bringing certain goods, which were briefly catalogued, and with which he would be pleased to supply his customers and the public in general. This simple announcement was enough, for John Smith had no competitors in his line. But when Richard Smith, Thomas Jones and Sam Brown had vessels arriving simultaneously with that of John Smith and bringing the same kind of goods, it behooved John Smith to write out a more personal, attractive and elaborate description of the goods he had received and to seek, if possible, to lead the public to believe that his goods were of a better quality. Here we have the beginning of the modern circular letter, applied solely to commercial use, its purpose being to attract attention to the merchant's wares, as well as multiply the number of his patrons. As competition increased, the improvement of the circular letter kept pace with it, and not only was every energy and talent devoted to the perfection of the circular letter, but its creator was confronted by a double duty. First, to wisely prepare his letter, and next, to select the proper medium for bringing it most effectively before the public.

If you have received a shipment of new, seasonable goods, say refrigerators, for instance, the thing to do is to let your trade know about them as quickly as possible, as cheaply as possible, and as strongly and personally as possible. This is the long and short of the modern follow-up system in a nutshell.

ST. LOUIS, MO., 7/24/07.

MR. JOHN SMITH, Brown, Mo.

DEAR SIR—You really owe it to yourself and your family to have a good, reliable refrigerator in your home.

There is no cleaner, more sanitary, or germ-proof refrigerator made than the Blank. Size for size, it has as much, and in many cases, more food compartments than any other refrigerator.

It uses the minimum quantity of ice. It has a drier, colder, purer atmosphere. It is more easy to clean and its short drain pipe will not become foul.

A complete line of the Blank refrigerators, ranging in price from $9.50 to $20.00, have just been received and put on floor display. They are going like hot cakes and when you see your neighbor's Blank refrigerator, you'll surely want one.

Better call and make your selection good and early.

Yours truly,

SPECIMEN OF FIRST FORM LETTER

ST. LOUIS, MO., 8/1/07.

MR. JOHN SMITH, Brown, Mo.:

DEAR SIR—Whatever is worth buying for your home is worth buying right. Particularly, when the article needed is for a lifetime, or for a long term of years.

The small possible saving in price of an ordinary refrigerator is quickly turned into a loss through a waste of ice and spoiling of food, and remember, this loss is constant—not only for a day or a week or a month, but for years—it lasts as long as the cheap, ordinary refrigerator is in use.

When you buy the Blank, it will give better satisfaction and save you much more in one season than the difference in cost between it and the ordinary old-fashioned "ice box."

Meanwhile, you will enjoy the comforts, convenience and healthfulness of a refrigerator constructed along scientific lines, which insures a constant circulation of pure, dry, cold air through the ice and provision chambers.

We want you to come in and examine the Blank and question us freely in any way you like. We are here to help you choose a good refrigerator—a Blank if possible—but a GOOD ONE anyway.

Why not call and let us tell you more about the Blank verbally?

Yours truly,

SPECIMEN OF SECOND FORM LETTER

If you are selling a good, well-made refrigerator that appeals to some of your trade, the chances are, forty-nine times out of fifty, that it will appeal to the 100 or 500 other people in your territory. There are, of course, exceptions to this rule, but they are very few and far between. Your series of refrigerator letters should embrace good, sensible reasons as to why your refrigerator should be purchased instead of any other make. They should point out the advantage of your refrigerator and show just where it is to the interest of your customers

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ST. LOUIS, MO., 8/9/07.

MR. JOHN SMITH, Brown, Mo.:

DEAR SIR—If you really think you are saving anything by buying the old kind of refrigerator, instead of the Blank, just divide the difference in the price of the two by the number of hot months, and see if the risk of impure food for the family isn't too great for the sake of saving so little money each month.

If the price were less, the refrigerator wouldn't be the Blank, it would be inferior. You will find in the long run it's much more economical to buy the Blank than the other kind, besides you'll save enough in ice bills during the season's use to more than make up for the difference in cost.

No other refrigerator can compare with the Blank in heavy construction, sanitary qualities, insulation and circulation of pure, dry, cold air, and which are the essential points to be considered in the purchase of a refrigerator.

Which will you buy? A CHEAP refrigerator with trouble and possibly sickness—or a guaranteed Blank with sure and complete satisfaction?

At least come in and look at our line of Blank refrigerators before you decide. Blank prices $9.50 to $20.00, and every one fully guaranteed.

Yours truly,

SPECIMEN OF THIRD FORM LETTER

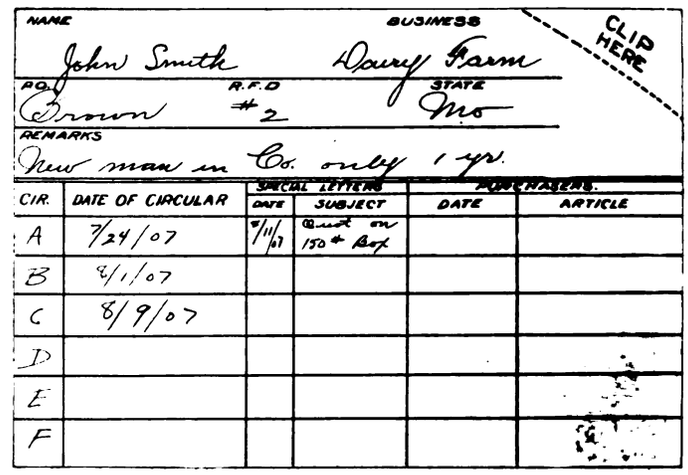
to purchase from you. The great strength of the letters should lie in the fact that they demonstrate to your customers the advantage of buying your refrigerator above any other.

A series of typewritten-form letters of the right sort, sent out at regular intervals, to a list of real good, live names, will help any legitimate business under Heaven that deserves help. If they are backed up by the right treatment, right goods and correct prices, they will do more to help build up a growing business than any other one force known to the business world. Under their pleasant, persistent and continuous influence, the small Hardware business will grow in that easy, healthful way that pays long after spurts and special-sale booms are dead and forgotten. It will help to widen and extend the big business along safe, sure and economical lines.

A good, modern, up-to-date mail order follow-up campaign has helped to pull many a business out of the hole when it was a matter of finding a wider market for a good thing, and finding it promptly. But the matter in a series of follow-up letters must be real. It should be made as personal as possible so as to appeal to the particular class of people you aim to reach. For this reason it is well to divide your names into two series—"customers" and "prospects"—people who have bought and people whom you want to interest in your proposition. A card like Fig. 1 will serve this purpose admirably, and after the prospect has purchased, the right-hand corner may be clipped off, showing at a glance that he has bought and become a customer.

A systematic mail order follow-up system is the life of a growing business and can be made so thorough as to make the system nearly automatic in its action, as well as simple and easy in determining the results.

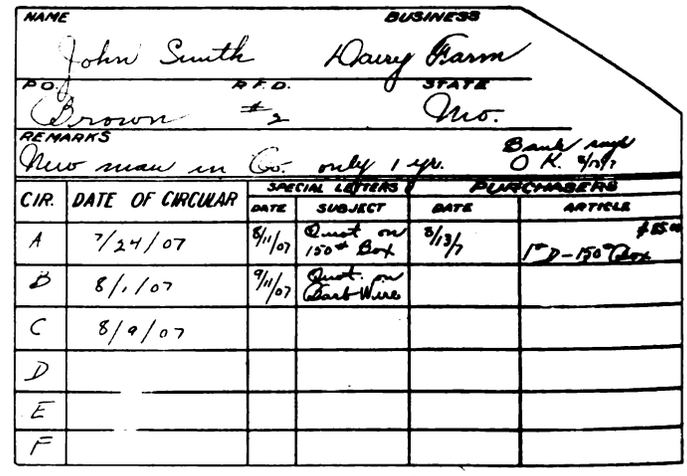
After you have made up your list of names, either from the county tax lists, or some other reliable source,


NAME John Smith BUSINESS Dairy Farm CLIP HERE
P.O. Brown R.F.D. #2 STATE Mo.
REMARKS New man in Co. only 1 yr.

CIR.	DATE OF CIRCULAR	SPECIAL LETTERS DATE	SPECIAL LETTERS SUBJECT	PURCHASES DATE	PURCHASES ARTICLE
A	7/24/07	8/11/07	Quot. on 150# Box		
B	8/1/07				
C	8/9/07				
D					
E					
F					

FIG. 1. PROSPECT CARD

then comes the real test of their worth—the process of converting these prospects into customers. You begin by sending a refrigerator circular, or other descriptive matter of the article you want to sell, and by writing a letter so worded as to interest him, if possible, in that particular article. If you have a good, reliable refrigerator, one that you believe will appeal to your trade, a


NAME John Smith BUSINESS Dairy Farm
P.O. Brown R.F.D. #2 STATE Mo.
REMARKS New man in Co. only 1 yr. Bank rept O.K. 9/11/07

CIR.	DATE OF CIRCULAR	SPECIAL LETTERS DATE	SPECIAL LETTERS SUBJECT	PURCHASES DATE	PURCHASES ARTICLE
A	7/24/07	8/11/07	Quot. on 150# Box	8/13/7	1-2-150 Box $65.00
B	8/1/07	9/11/07	Quot. on Coal-Wire		
C	8/9/07				
D					
E					
F					

FIG. 2. CUSTOMER'S CARD

typewritten multigraphed form letter for the entire series may be used, filling in, however, the date line and the customer's name and address.

Having mailed out your first letter of the series you enter the date and key number on the card and file it some days or weeks ahead, so that it will come up automatically at the proper time for further attention and

follow up. If no order or reply is received by that time, another letter is sent still more strongly urging your claims, or if an answer has been received, a personal letter is written in reply.

Care should be used in keeping your lists in proper shape, so as not to send "prospect" form letters to one who has become a customer. As soon as a prospect buys, clip the right-hand corner off the card and you can then tell at a glance the card is for "customer's follow-up" only.

When a prospect has been sent four or five form letters about a certain article without receiving a reply or order, he may reasonably be declared dead on that particlar item. It is a waste of money to spend further time or postage telling him anything more about it. Retire his card over into your "hard nut" list for special new goods, or any other good things you have to offer occasionally. Experience will demonstrate that some of your offers will enable you to enroll the most obstinate prospect as a good customer in time.

Finally, do not deal in "glittering generalities." Make your letters descriptive and have them say something to the point. Harp strongly on some one article and push it for all it will stand; then, if your prospect list is well edited, if the article you handle will appeal to them, with a good, strong forceful, order-bringing series of follow-up letters, the results can be pretty nearly as certain as taxes.

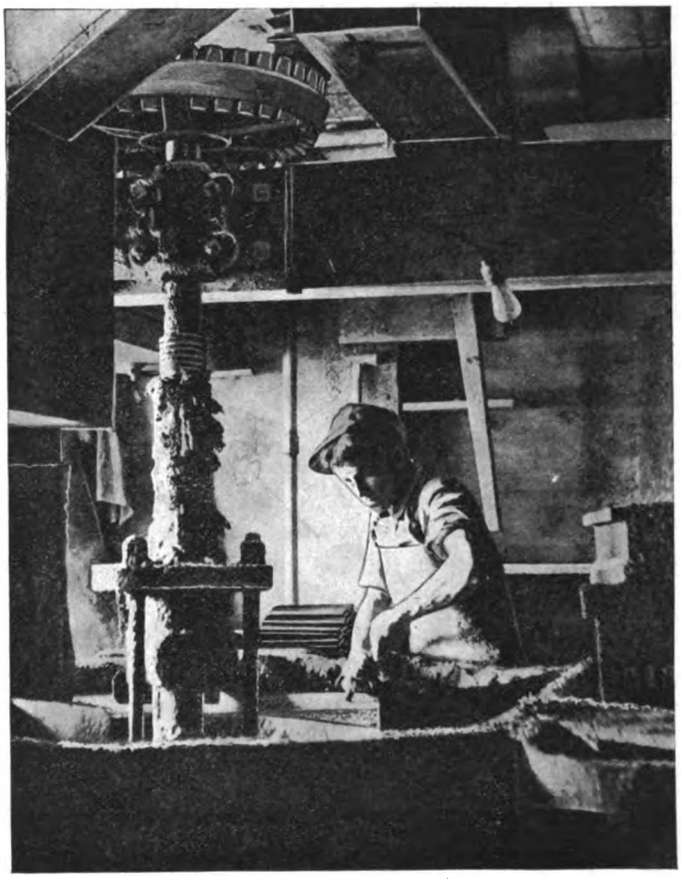
STORY OF THE WHETSTONE

THE word "Whetstone" is applied in its broadest sense to any stone used for abrading or sharpening purposes. Among the discoveries of crude tools and implements used by pre-historic races, even back to the Cave-dwellers, have been occasional pieces of stone that evidently were used for sharpening implements of metal, bone and stone. In the Bible, and quite frequently in ancient histories this art is referred to.

The first American-made whetstones were quarried in the town of Cummington, Mass., (famous as the birthplace of one of America's greatest poets) early in the last century, about 1815. A few years later an outcropping of the same vein, or lead, of mica-schistose sand stone, which can be traced from northern Vermont to the southern part of Connecticut, was discovered in Grafton county, New Hampshire. The discovery was quite accidental.

While that distinguished son of the "Granite State," Daniel Webster, was preparing and delivering those orations which gave him more than a national fame for eloquence, another New Hampshire son, Person Noyes, went forth for the family supply of wood. Taking his axe and dinner, this pioneer of a new industry climbed the hill and just beyond what is now called "Prospect Park" began his work. Towards noon he lighted a fire on a ledge to thaw out his dinner, and warm himself. As the snow melted from the ledge, he broke off a piece of the stone—the same formation that is now being used for making scythe-stones—and carelessly began rubbing the edge of his axe. He found that it sharpened the axe and rubbed out the nicks. Then he gathered some of the stone, carried it home, and his father, who was a cripple, broke out some pieces into rough shapes of scythestones. This he continued to do during the winter, the year of 1823, until in the Spring he had quite an accumulation of whetstones. These the aged father sold the following summer, driving among the near-by farmers about haying time, and reaping the first profits of this chance discovery.

As soon as this first venture was found to be fairly successful steps were taken to start a small mill. An old granite burr stone, discarded from a grist mill, was purchased,



GRINDING THE WHETSTONE

adjusted on to an upright wooden shaft and run by water power. So, the first factory was opened. Person Noyes, an only son in a family of fifteen children, got out the

rough stone, his father broke them into rough shapes, and his sisters and wife smoothed them on this wheel, over which water and sand flowed. During the next two years, quite a little was accomplished in producing scythestones in this way.

The following summer, about 1826, Mr. Noyes drove away to sell a load of scythestones, and went as far as Burlington, Vt. It seems that he went nearly all day without eating, and then ate a lot of chestnuts. This caused his death. The following year Isaac Pike married his wife, and he carried on the whetstone business.

Every year he made a few scythestones from the various quarries around there. At first there was just the one kind, and to distinguish the better quality from the poorer quality, a red mark was placed across the end of the boxes. They called them the "Red End" boxes, and the trade got to calling for the "Red Ends"—they wanted the best ones. So the ends of the stones were painted red to distinguish the best, labels not then being used. Some of these first stones were quarried on the shores of a little lake called "Indian Pond," and thus originated the famous brand of "Indian Pond Scythestones." From that



SPLITTING THE STONE FOR GRINDING

day to the present, some of the best stones from this famous quarry, or chain of quarries, have had the ends painted, and have been known as "Indian Pond Red Ends." It is still the leading brand of scythestones, being bought all over the world, and is probably the stone best adapted for sharpening scythes of anything that has been found owing to its formation giving fine, sharp grit and strength. The quality of this stone is even better than that first found in Massachusetts, being a little sharper in grit and freer from flint, iron and other foreign substances.

The process to-day is similar to that used in the first factory, only the machinery is much improved and the work much more quickly accomplished, and is done by men; but sand, water and muscle are still the chief elements in finishing stones with which to keep the world's tools "on edge." The large grinding wheels of wood and iron turn in a horizontal direction, at a height a little below the waist of an ordinary man. Over this moving table the "grinder" stands, holding in his hands the rough scythestone, which he smoothes into shape by pressing it hard down upon the rough iron surface of the wheel as the sand and water flows over it.

To furnish the grinding room with material, the stone is quarried in blocks, then split and broken into pieces for grinding. During the Summer and Fall enough of these blocks, called timber, are quarried to supply the cutters and grinders during the winter.

From the grinding room the finished stones go directly to the sorting room, where they are assorted, painted on the end, labeled, wrapped and packed in boxes. Quite a force of men and women are required for this work. There are employed 146 men and women at this place, the number being cosiderable larger in the busy season from November to April.

There were 292,464 scythestones made at this works during last year: more than two carloads, or 572 gross of stone, being finished for market in the record week ending March 9, 1907. An ordinary grinder can finish three and a half gross of stone in a day, while some have done five and even six gross under favorable conditions.

It is the aim of the Company referred to to furnish a sharpening stone for everything that has an edge. The vast increase in the variety of edge tools, both for hand and machine use, has made necessary the production of whetstones in many shapes and sizes, and of many varieties of texture or "grit." They have searched the old world for what they cannot find in the new. From Belgium and Germany they import the celebrated "Water Hones," from Austria the renowned "Swaty Hone," from Scotland the "Water of Ayr" and "Tam O'Shanter Stone" used by Currier's calico printers, engravers and lithographers, and from Craigleith quarries the wheels used in making cut glass. It is interesting to note into what various shapes oilstones may be fashioned: slender little points for wood carving, diamond files, very small, long, round stones for engravers' use, tiny wheels for dentists, and small stones for sharpening needles.

About the year 1882, the company began to search for the best oilstone quarries, which they found in the spurs of the Ozark Mountains, Garland county, Arkansas, along the Ouachita River, a beautiful Indian name, which for convenience is now spelled Washita. These quarries were purchased, and from them come their selected brands of "Arkansas" and "Washita," which have been recognized the world over as the standard oilstones for their respective purposes. Long experience in quarrying rock, and careful study of the requirements of the edge tool trade was necessary to qualify one to select the rock and to determine the grade or quality best suited to the various uses.

From this chance discovery was the starting point, from which has been developed a great business, its products being sent throughout the world. And to those that know its history best, it is a most fascinating industry.—*Bethany Life.*

More than 5,000 bicycles were recently purchased in a fortnight in Johannesburg because of a breakdown in the electric street railway system.

PLAIN TALKS ON ADVERTISING

BY GEORGE F. BRADFORD*

PART IV

READABLENESS and brevity are the qualities to strive for in advertising of any sort, whether it be a fancy cracker or an advance in the cost of nails. Interesting material abounds at every hand, but it is the choice of words that stumps many a man from becoming as good a salesman on paper as he is in the store. This, then, is the thing to practice.

The real value of an ad. lies in its power to attract and convince. The headline or picture should attract and the



THAT SETTLES IT

No more cheap Chicago-firms for me. Last week I went to

Lang's Hardware

and met the proprietor

FACE to FACE

He claims that he will meet any price in the Sears & Roebuck catalogue with the same quality of goods, and oftimes BETTER GOODS!

? Ain't that Fair ?

AN EFFECTIVE AD.

reading matter should convince. The ad. that will both attract and convince the greatest number is the best one; the ad. that attracts but does not convince will not have half the pulling power of the former; the ad. that convinces but does not attract is skipped over by the great



A BOY CUTTING HIS FINGER IS A POOR SUGGESTION FOR POCKET CUTLERY

majority of readers, and the ad. that neither attracts nor convinces will never pay its board and keep.

The merchant should consider well the above paragraph, and just what it means when applied to his own advertising. It is the boiled-down extract of the whole situation, and expresses in a few words the experience gained in many years of advertisement writing and designing. Many fortunes have been built upon the foundation of successful advertising—the ability to appeal to

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WE ARE SAW DENTISTS

If that old worn out saw of yours needs some dentistry on its teeth bring it in to our store and we will file, reset it, and rub the rust off. It will cost but 25 cents and will make the saw almost as good as new.

We have just received an assortment of the famous ———— hand, hack, buck and crosscut saws that will please the critical eye of the careful workman.

---

the greatest number; to tell a story of merchandise in an attractive and interesting way. Considering its possibilities, it certainly pays to study this question, and to do



GOOD ADS., MODERN IN EVERY WAY

a little dissecting of your own advertising methods to the end that they may be improved. The whole initial problem of successful advertising resolves back to the copy

---

TEACH THRIFT TO THAT BOY!

Teach him *now.*

He'll need it later.

Our Oxidized Silver Savings Bank holds $5.00 in miscellaneous change, and cannot be opened or taken from until full.

FIVE DOLLARS FOR ONE

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writer; the manner of display and the medium employed may be left entirely out of the question, not because they are of no importance, but because without good copy the

*Mr. Bradford, an advertising expert of high standing and long experience, will make free and valuable criticism on our readers' local advertising. Send samples and necessary information to HARDWARE PUBLISHING CO., marked "Advertising for Criticism." Reply will be sent immediately.

redeeming influence of good display and preferred position will not make the ad. more than it was in the first place—a waste of good money. A well-written advertisement can be utterly devoid of display and hidden away in an obscure part of the paper, and yet it will pay. It is all well enough for a house to insist upon a good appearance of its ads., provided the quality is there, and yet it is doubtful if the appearance has much to do with the question. A leading advertising agency recently proved

THE SHINE IS OFF

some of our kitchen utensils, and we are offering them for sale at a liberal discount to unload our shelves. Otherwise they're just as good as the day they were unpacked.

These prices will be a sufficient hint to the careful housewife.

(PRICES)



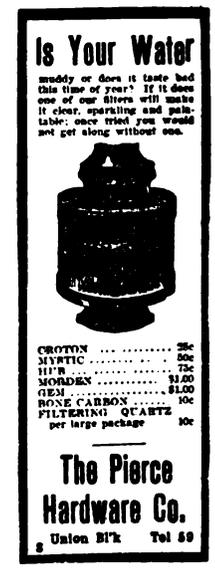
WELL PREPARED

from actual results that the well-written ad. which was poorly displayed, as one finds them in the small country papers, paid equally as well as the classic specimen of typography.

The merchant need not worry about the appearance of his advertising, as that will take care of itself in the hands of a good printer. The main thing is to make it attractive and convincing.

But where is fancy bred? It is not for us to attempt to teach the way how. Correspondence courses are available, and some are successful and some are not. Much depends upon the student. But it seems to the writer that they would succeed oftener if less attention was paid at the start to mechanical details of printing and engraving which only serve to confuse the lay mind, and the student's attention was concentrated upon the writing of good copy.

But the advertisements of many of the advertising schools show that even *they* do not know how to write good copy.



AN AD. THAT WILL BE READ

KITCHEN HELPERS

Little helps in saving time, labor and energy are worth as much to the busy housewife as to the business man. Labor savers are as necessary in the home as the factory and we bid you welcome to our store for a practical and personal demonstration of our household labor savers.

Meat Choppers	Coffee Percolators
Toasters	Sink and Pan Scourers
Lid Lifters	Coffee Mills
Egg Boilers	Knife Sharpeners

WHEN YOU NEED A WRENCH

you want it badly. It is one tool for which there is no makeshift. But it is necessary that it be a *good* Wrench for there's nothing more exasperating than to use one of those cheap, soft-jawed affairs that curl up and gap when put to the work.

We sell a complete line of the best Wrenches. Made with extra hardened steel jaws, metal and wood handles—substantially reinforced throughout.

You'll find plenty of uses for a wrench this winter.

WINDOW DRESSING DEPARTMENT

ATTRACTIVE WINDOW DISPLAYS GOOD BUSINESS BUILDERS

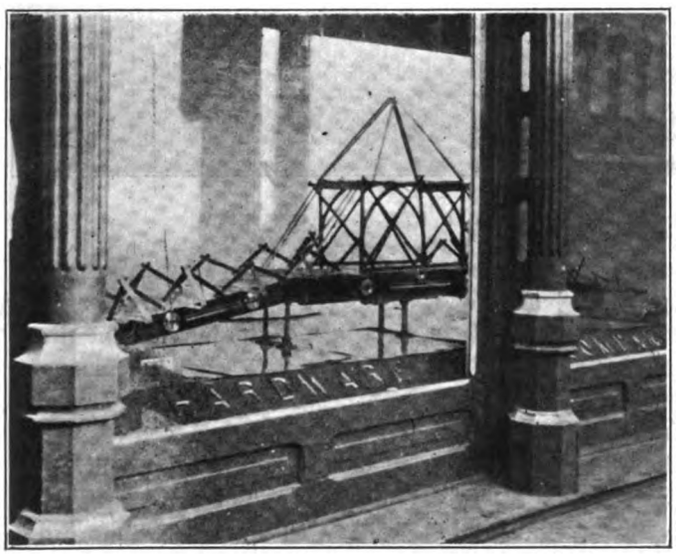
CHANGE YOUR DISPLAY EVERY WEEK. COMPEL PASSERS-BY TO STOP AND LOOK. THE NUMBER OF PEOPLE WHO PASS YOUR STORE PER DAY OR WEEK SHOULD BE ESTIMATED AS YOU ESTIMATE THE CIRCULATION OF THE NEWSPAPER IN WHICH YOU ADVERTISE.

BY G. H. DIRHOLD

THE great problem in modern Hardware merchandising to-day is: "How to let the people know that you have what they want." Some say, advertise in the theatre programs; others say, put your advertising on fences, and still others have schemes and plans that will put money in their own pockets and take it out of yours.

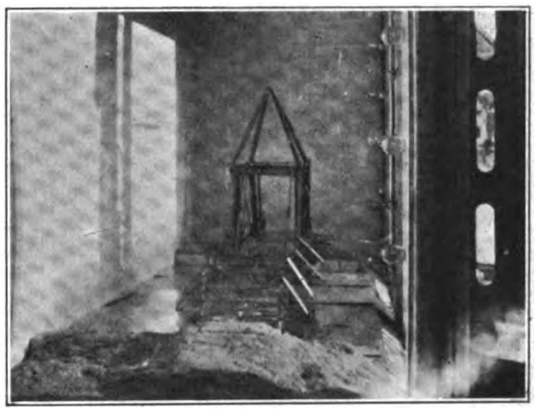
To my mind, based on careful observation and experience, there is no better or cheaper way of advertising for the average Hardware dealer, whether he is located in the large city or small town, than an attractive window display. Change your window display every week and in that way call the attention of the public to the seasonable goods that you carry, in their respective seasons, only try and be first and ahead of the other fellow.

To bring this matter home to you in a way so that you will fully appreciate and reralize the value of your show-window, you should do a little figuring on your own account. Honestly, now, have you ever stopped to figure just



A CLEVER BRIDGE DISPLAY OF RULES BY THE FOX BROS. HARDWARE COMPANY, PINE BLUFF, ARK.

how many people pass your place of business in a day? If the average is only ten per hour, that means eighty people would pass your window during the eight busiest hours of the day, or say five hundred per week, exclusive of Sunday. This, in newspaper parlance, is called circulation, and you can fill this valuable space occupied by your show-window with an attractive display of goods



END VIEW OF THE FOX BROS. WINDOW

so arranged that every passer-by will be almost compelled to stop and take notice of what you have for sale.

Do you see now what wonderful advertising possibilities there lies in this show-window space of yours, and it's entirely "up to you" to get full value out of it. I fully realize that, unfortunately, the average Hardware dealer devotes far less attention to his show-window than he could or should, usually contenting himself with the fact that his show-windows are merely to complete the effect of the building and not for the purpose of attracting interest and thereby selling goods. As a cold matter-of-fact dollars and cents proposition, an attractive show-window is really your best and strongest salesman, and not, as you may suppose, merely a sort of "catch all" for goods which cannot be conveniently placed elsewhere.

The Hardware merchant who does not take full advantage of his show-window is not making the most of his opportunities and is sadly indifferent to the progressive spirit of the times. Conditions in the Hardware business have changed, and are constantly changing, and in the face of present modern methods and down to the minute conditions, to endeavor to conduct your business in the antique, old-fashioned way, will, at the most, bring you only a living, with the chances largely in favor of

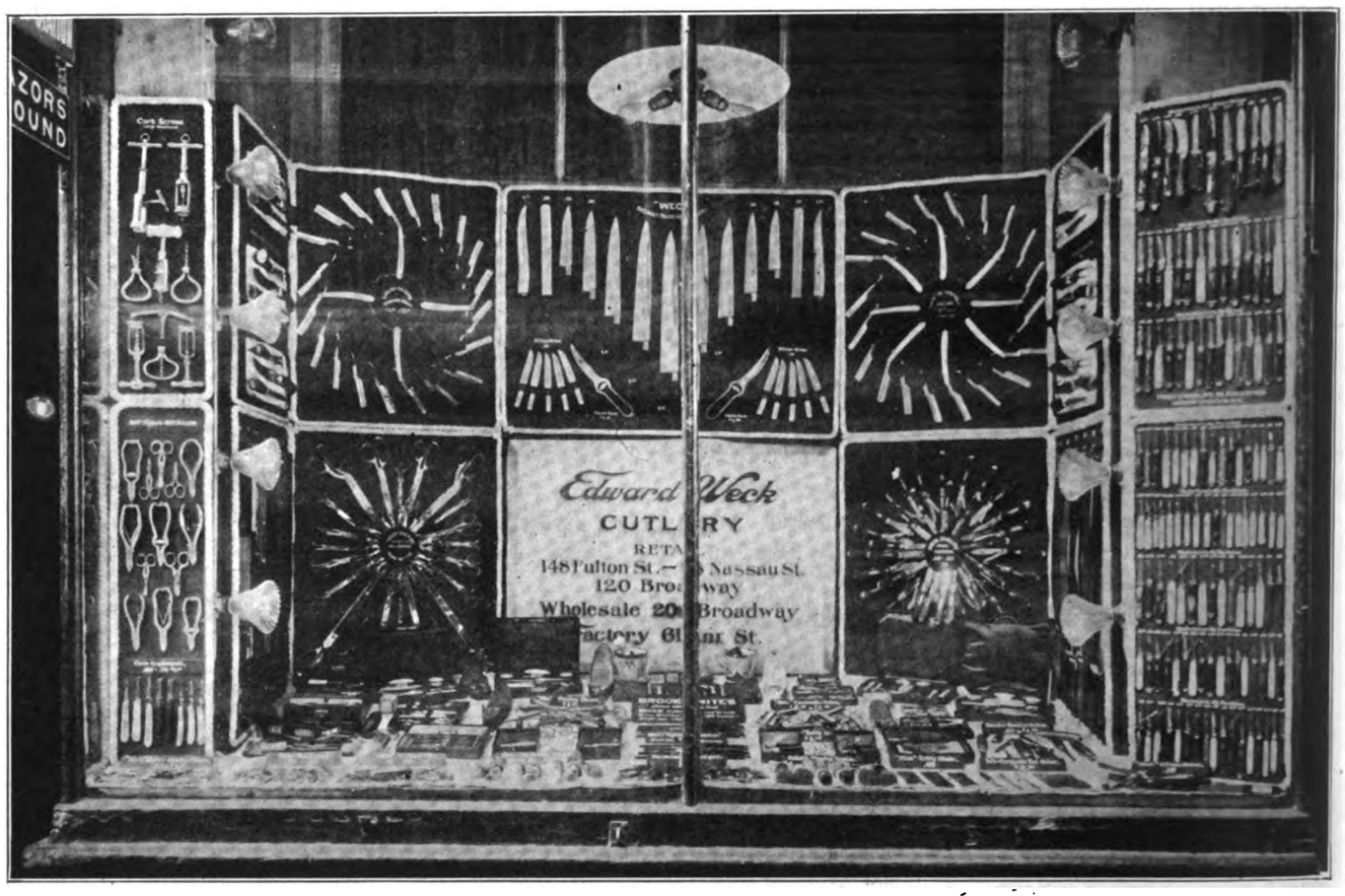
your more up-to-date and progressive competitor forcing you out of business in time.

Get your goods out and down where they can be seen. Indicate their prices in plain figures, and if they are seasonable goods in general want, and the prices are such as the people in general can afford to pay, your window display will avoid waste of time in answering questions as to what you have, and will also greatly help to suggest new wants to all who enter your store.

Let me again repeat, don't overlook the possibilities of your show-windows. Take the hint so freely given in the success the five and ten-cent stores achieve with their advertising efforts limited entirely to their show-windows and price cards. And remember, that window displays can be made good and attractive, even though they are not built by an expert window trimmer. As a matter of fact, however, the simpler the display, the more effective the show-window is likely to be. Frequent changes are necessary, of course, to keep the windows interesting, and simple displays are, thererfore, more certain to be changed oftener, because easier to change than elaborate ones, and a little careful study of the subject will convince you that it is easily possible for you or your clerks to keep your show-windows bright and clean and to make a simple arrangement of goods in them that will arrest and hold the attention of nearly every passer-by.

Many lines of Hardware may seem too trivial to warrant any special display or notice. Whether this be true or not, I know there are many articles in practically every-day use which do not come under any such category.

Take razors and kindred goods, for instance. An attractive window display of razors, strops, mugs, soap, etc., including both the safety, as well as the old-style razor, would attract enough attention to keep interest alive for some time. They are called for nearly every day, and there is certainly enough margin of profit in them to justify a little earnest effort on the part of the dealer, and of careful selection on the part of the customer; besides, Mr. Dealer, isn't it a fact that the razor trade is drifting elsewhere—to the druggist, the jeweler or the racket stores—and for no other reason apparently than that the Hardware dealer has in a sense neglected the line and allowed it to drift elsewhere? What a grand, splendid chance for the wide-awake Hardware dealer to install himself to meet the attack of the jeweler, the druggist and others with a good stock of razors and facts and good, strong Anglo Saxon. The average razor buyer is from Missouri and wants to know, and you've got to show him. If you won't or can't do that, he will go to the jeweler or druggist where they will at least try to.



A FINE DISPLAY OF CUTLERY BY EDWARD WECK, 148 FULTON STREET, NEW YORK CITY

Bear in mind, Mr. Dealer, that all show-window display helps to advertise you and awaken interest in your store and goods. The very best time to sell goods of any kind is when some special interest in those goods has been awakened. The Hardware dealer has the store and the goods. If he is progressive, if he be wide awake to every trade-winning opportunity, if he be a true and

staunch salesman, he need have no fear of his invading competitors, but may rather welcome them as doing needed missionary work in the presenting of the article itself, leaving to the "man behind the gun" the pleasant task of corralling his own.

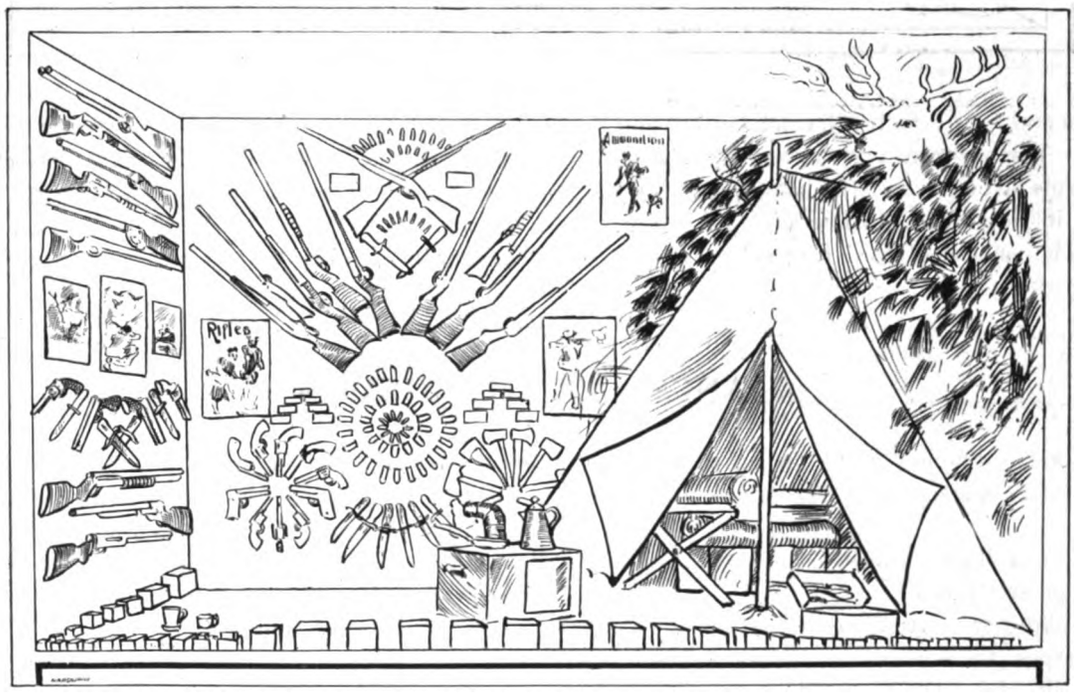
Make up your mind right now to take full advantage of this trade-winning opportunity, and make your windows just as attractive as any others in your town, with the definite end in view to so help you increase your sales so that each succeeding day and week you can fully realize the necessity of making your show-windows your greatest and most effective drawing card for more business.

And once you go into the matter thoroughly enough to reach such a conclusion, you will need no further urging to make you fully improve your show-window opportunity. Finally, when that window display does accomplish its purpose, and does draw people into the store, lose none of its benefit because you fail to give just what it leads people to expect, even down to the smallest detail in treatment and service as much as in goods.

A FINE CUTLERY DISPLAY BY WECK

The fine window display of cutlery made by Mr. Edward Weck in his New York store at No. 148 Fulton Street, is shown in this department. Each class of cutlery is contained on separate panels having a green background and white corded edge. Artistically painted signs relating to the goods are placed on each panel as well as on the floor of the window, the latter being devoted to miscellaneous articles and goods in fancy cases. The covering for the floor is of a cream color, which sets off the dark-colored articles placed thereon as well as the green panels do the bright specimens of cutlery. Electric lights are artistically arranged at the top and sides of the window. This store is located on one of the busiest down-town thoroughfares of New York City, where hundreds of thousands of people pass daily, and the window attracts the attention of large numbers, many of whom enter the store and become purchasers. A somewhat expensive display, but entirely profitable in a large city.

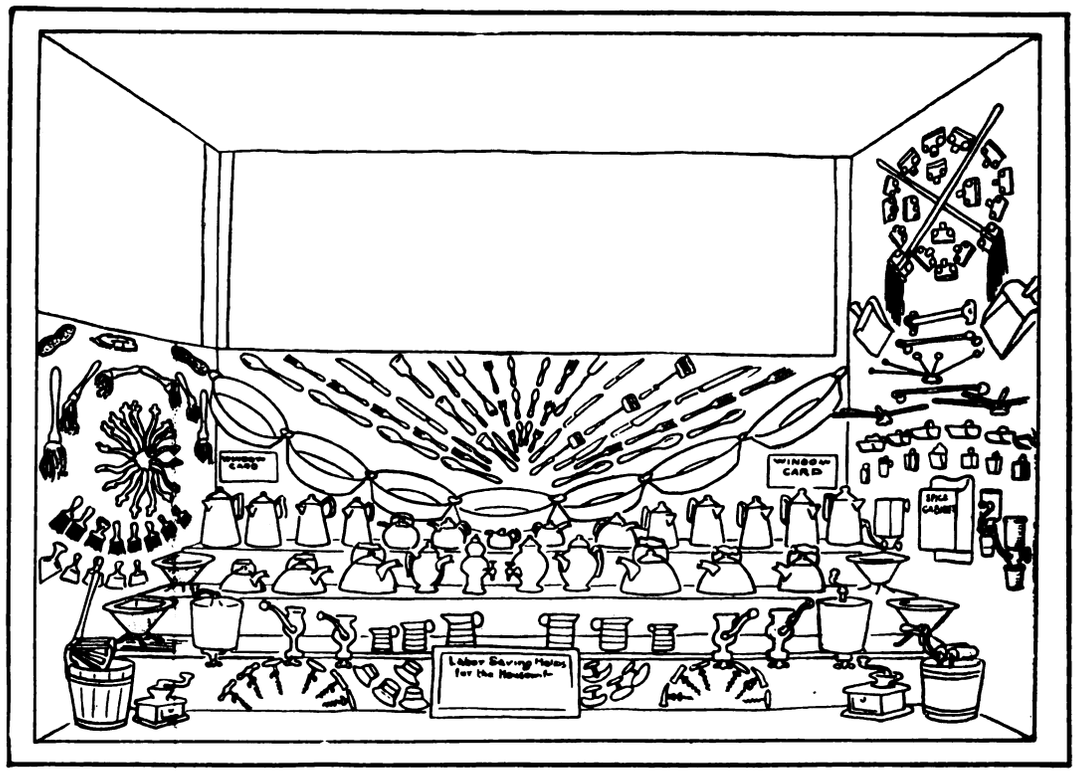
A SUGGESTED GUN OR CAMP SUPPLY WINDOW



This window is made up of goods ordinarily carried in any gun and ammunition department, with the exception of the cedar or pine boughs used to bank the tent, and the deer's head. The tent is set up in the side wall corner of the window, the sides being rolled back under and pinned or sewed. The evergreen boughs will effectually screen the points where the tent is attached to the wall. The camp cot shown in the tent may be a "dummy," or if the real article is used it must be carried out through the back wall into the store. Ammunition boxes, blanket rolls, etc., are distributed under and on the cot. Ammunition boxes are placed in the front of the window and shells and cartridges arranged on the back wall display. This window offers a simple design on which any trimmer may work up many combinations and striking effects.

A GENERAL KITCHENWARE DISPLAY

This window depends on the arrangement of the articles shown for its attractiveness. Tinware and kindred articles do not, in themselves, make particularly attractive features, but they lend themselves readily to many variations of design and form which will catch the eye and hold the attention. The principal eye-catcher is the semi-crescent of dish pans strung across the back wall. Each pan is attached to its neighbor with fine wire, the handles interlocking. The pans are tipped forward by a wire running under the back rims. Above the pans rays of forks, spoons, knives, potato mashers ,etc., are arranged. On the left wall may be displayed lid lifters, brushes, dish mops, wire brushes, pot scrapers, etc.; on the opposite wall



mops and heads, towel racks, dust pans, soap dishes, coffee mills, etc. On the steps any number of articles may be attractively arranged. This display would prove valuable in a window used partly for light. Any dark background would set off the goods shown.

GLANCES AT THE WINDOW

Show the goods. Dummy boxes are all right for grocery or cigar store displays, but Hardware itself ought to be shown.

Never display a highly finished, nickel-plated article that is not in perfect polish.

If possible show the actual merits of the goods you sell. For instance, take an old kitchen or butcher knife that has been ground down to a thin back, give its approximate age, when bought of you, etc. Lay it beside a new knife of the same size and make. Call attention to the price and quality. Such simple displays make the most effective selling arguments for your goods.

Several subscribers have informed us they will adopt the window suggestion printed in the last issue.

Don't think because you have no experienced card writer in your store that you cannot use these effective trade helps. The famous Chicago haberdasher, Tom Murray, writes his window announcements on wrapping paper with a blue pencil, in ordinary handwriting.

Poultry fencing wire, painted a dark color, makes an excellent backing to hang goods on in the light space above the back of panels.

It is the consensus of opinion among experienced window dressers that moving figures or manikins do more harm than good in a window. They usually distract attention from other goods displayed.

It is a good plan to always have some reading cards presenting the good qualities of the goods displayed or of the policy of the store in each change of window.

HARDWARE will shortly have something to offer from this department that will prove invaluable to you. Announcement will be made in the next issue.

WRITING THE SHOW CARD

BY BENT TWIGLEY

ORNAMENTS, as a general rule, serve to detract from the effect of a well-worded window card. They should never be used in the attempt to embellish the work unless the workman is an adept in handling the brush and is well grounded in decorative principles. Simplicity and neatness is far more valuable, and contains every essential necessary for the making of a good advertisement.

Advertising of any nature, whether it is a window card, newspaper ad., or billboard, does not depend upon any qualities to make it effective other than directness and wording which is attractive. Plain white cardboard and good black ink or paint will pull just as much as a fancy card, provided the work is neatly done. One beauty about the latter is the fact that it is appropriate to almost any window display, while a fancy card and a poor window display is an incongruity which reflects upon the good taste of the firm.

A good form is to select light tints of cardboard which are appropriate to the season or balance of window decorations, and dark shades of paint which harmonize therewith, and to write all cards the year around in a uniform style. For instance, in the Spring, a light green card and dark green paint; in the Summer, heliotrope card and dark purple paint or very light blue card and dark orange or blue paint; in the Fall light brown card and dark brown or green paint, or yellow card and dark brown or black paint; and in the Winter, pink card and dark red paint would be very comforting to the eye. All cards of a light hue harmonize well with dark paint of the same general shade, with the exception of yellow. Plain white and black look well at all times, while pure white paint on a solid black card makes one of the most conspicuous signs that can be devised.

The holiday season naturally calls for holly decorations in dark green and bright red. The natural holly itself on the card is much better than a poor attempt at imitation, however, and circular signs of white card inclosed in wreaths of holly are very effective. They should be painted either in black or green of the exact shade of the wreath.

As in most stores, the card writing is done by clerks who, though they may have good ideas in regard to lettering and arrangement, are not posted regarding colors, the attempt to use two or more shades of paint on a card will usually result in work which will appeal to the majority of people as in bad taste. Black and bright red, however, offer all an opportunity for tasty illumination,

WASH DAY SUPPLIES
We sell everything but the soap and water. If you don't see what you need on Laundry Day ask for it, please.

FOR A LAUNDRY SUPPLY WINDOW

HERE'S YOUR OPPORTUNITY
to replace any worn-out tin or agate ware utensil.

FOR A TINWARE OR KITCHEN UTENSIL WINDOW

Buy it now if you value a saving in price.

FOR A CUT PRICE WINDOW

These goods are worth every cent of their original value. We are cutting the price to make place for a new stock.

FOR A CUT PRICE WINDOW

These time-saving tools will pay for themselves.

FOR A TOOL WINDOW

Confidence in our goods,
Confidence in our promises,
That's the reason our customers continue trading here.

A STORE POLICY CARD

PLEASE REMEMBER,
We consider no sale complete unless the purchaser is satisfied.

A STORE POLICY CARD

ANY ARTICLE
Cheerfully shown whether you intend to purchase or not.

A STORE POLICY CARD

provided the red is kept very much in the minority. One spot or two of bright, warm color placed among a multitude of black letters serves the same purpose as a light brought into a dark room, and one good, bright light is all that is necessary to dispel the darkness in the latter case. Too much red will overbalance the black, and, like the darkey's stove, be "too hot to get near enough to thaw yourself out."

A border consisting of a plain line or lines can be used around the card in most cases, but it should be kept at a uniform distance from the outside edges. Fancy borders are like ornaments—they detract from the reading matter on the card. Of course all this has its exceptions in the case of a card-writer who is well up in the proprieties of his trade (or art, if you wish to call it that). But we are now dealing with the laymen in this article, and many of us are laymen who think we are not. Also, the majority of professional card-writers in the small towns are incapable of what may be termed good taste in the use of ornament and color. A positive dictum laid down for them to follow which has for its foundation well-known and commonly accepted rules among printers and sign writers such as are here contained, will result in work which is uniform, harmonious, and altogether beautiful, while if left entirely to the judgment of the workman it is pretty safe to say that very little will be found to admire in their work. In this, as in everything else which is calculated to have results and show a profit over original cost, the firm must adopt a definite policy and see that it is carried out to the letter.

A generous, even amount of blank space between reading matter and border, or edge of card if no border is used, will make the text stand out much more prominently than if it is attempted to crowd something into every available inch of space.

All lettering used should be big enough to be easily read from the outside edge of the sidewalk. Good advertising should be arranged to accommodate the greatest possible number of prospective customers, and a large per cent of people who have money enough in their pockets to buy your goods are near-sighted. But they did not get their ailment from trying to read poorly-lettered, crowded window cards in small type.

If a head or dispay line is used on the card it should be larger than the balance of the text, and be allotted a certain amount of blank space surrounding it. Capital letters are the most appropriate.

Either indent each paragraph (and indent each one on the card the same) or allow a certain amount of blank space between each to separate it. The only man who violates these rules is Fra Elbertus Hubbard, publisher of *The Philistine*, and Hub likes to be so different that he sits up late nights devising queer schemes to keep him out of the rut and thus ward off the punishment of failure that has come to every one of his imitators, all of whom sought to ignore paragraphs, bind their publication in full butcher's manila, wreck the orthodox church, and otherwise commit themselves to obnoxious acts, including a defense of the parcels post.

Words should be spaced to bring the last letter of each full line even at the right-hand side of the card. Ragged edges of full lines should be avoided. The last line of a paragraph can of course be allowed to fall short on the right. But rather than carry over a word of two or three letters, work it into the full line and thus better preserve the squareness of the text.

Do not use periods at the end of display lines unless after an abbreviation. They are worse than unnecessary. Lay out your card roughly but carefully with lead pencil before touching brush to it.

Do not sign the firm name on a display card for use in the window or store. Your name is over the front door. That's enough.

If price cards are used, make them on cardboard of the same color and painted with the same paint used on the window card.

Last and most important, write out the matter to go on the card with great care, in such a way that it will attract and not repel custom.

BETTER COOKING FOR 1c. PER DAY

to say nothing of an almost inexhaustible supply of hot water and economy of fuel.

365 days in the year.

$3.50 tacked on to the price of a poor stove will pay for a *good* one.

Second and subsequent years free.

FOR A STOVE DISPLAY

WE WRAP YOUR PURCHASES SECURELY

Paper, string and handles are small items compared to our customers' comfort and immunity from the aggravation of having packages come untied on the street.

A STORE POLICY CARD

WHO'S AFRAID TO SHOW PRICES?

Not we.

Considering the quality, have you ever seen anything to beat these bargains?

Honest, now!

FOR A CUT PRICE WINDOW

Money back or goods exchanged if you are not perfectly satisfied.

ONE OF THE MOST CONSPICUOUS ARGUMENTS YOU CAN USE

HINTS TO THE CLERK

WRITTEN FOR HARDWARE BY "AN OLD MAN"

It's a pretty good plan to keep good friends with the salesmen selling your house. There's many a good business suggestion stored away in their systems.

Know the things your customers are interested in. One man may be interested in the church and another in horse racing. The wise clerk knows his man.

Many a man who "knows he is worth more" and is grouched about that raise never stops to think that every salesman's salary is based on the results he produces. The man who hustles to bring new customers into the store, who makes new friends and pulls business is the fellow the "old man" is going to raise. If you know you are worth more turn on a little more power for a few weeks and show you are worth it.

There is nothing quite so exasperating to a customer as to have the clerk doubt his ability to pay the price. Many good clerks unintentionally hurt the prospective buyers' feelings by saying "Yes, that's a fine tool—but it costs more!" Remember, an unprepossessing appearance doesn't indicate a thin pocketbook.

Remember the time you applied for your first position—how your voice kind of stuck in your throat, and you couldn't think of the things you intended to say? You knew you looked ridiculous and embarrassed, but you'd have punched the head of any boy that would have laughed at you. It's funny, but some folks who aren't used to shopping, and particularly children, get embarrassed in a strange store. Make them feel at ease—that they are welcome—and you'll hold their trade.

Always have a good word for the "old man" and his store. He pays you what you are worth to him. If you don't like your work or the place, get out. You will be injured as much as the boss.

If the old man is gruff and a bit snappy don't lay that up against him. Perhaps nails have gone down since he bought that last lot—and then it may be only a bit of indigestion.

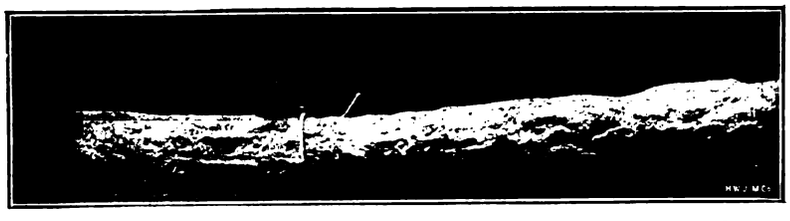
Loyalty is one of the greatest assets a man can possess. The merchant looks with a kindly eye toward the future for the chap who works for the store's success.

DECOMPOSITION OF UNDERGROUND PIPES FROM ELECTROLYSIS

IN municipalities where the street car lines are operated by the trolley system, there is more or less destructive action upon underground pipes by electrolysis—an insidious, latent form of electrical disintegration that is often overlooked because its operations are confined to pipes that are buried underground, where it is hard to detect.

This destruction is caused by the "ground return" current flowing through any pipes in its path, and consists of pitting or corrosion of the pipe at the point where the current leaves it. The pipes most affected by electrolytic action are lead and wrought iron. As a result, all lead water pipes and lead covered cables, as well as wrought iron gas and water service and distribution pipes, when placed underground, are subject to this destructive influence.

Practically all electric railway systems are operated on the single trolley or "ground return" principle. This means that the current, after operating the cars, returns to the power station through the rails and through the earth. As the electric current invariably follows the path of least resistance, it will frequently jump from the rails to a pipe buried nearby, particularly if the connections or bonds between the rails are defective, or if the soil between the rails and pipe is sufficiently damp or wet to offer a path of less resistance.



LEAD SERVICE PIPE SHOWING POINT WHERE IT FIRST WAS SUBMERGED AND CURRENT PASSED INTO WET SOIL

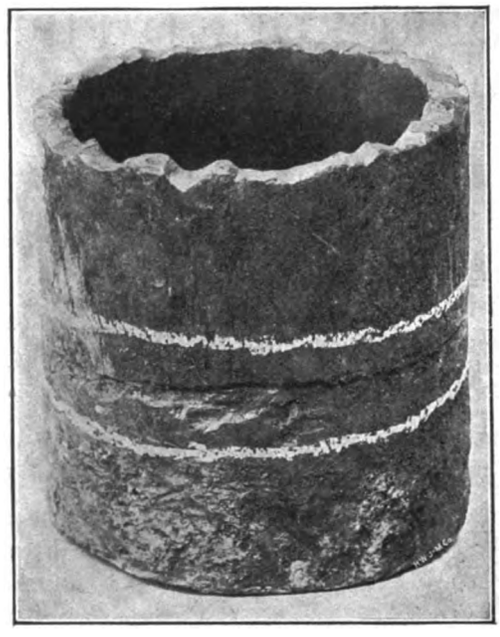
In either event it will then flow through the pipe until it strikes a section where the pipe—probably because of surrounding dry earth or the proximity of another pipe—offers greater resistance than some other route, when it will leave the pipe and take its way along the easier path.

Wherever the current leaves the pipe, it carries with it minute particles of metal of which the pipe is composed and deposits them elsewhere, in a similar manner to the process of electroplating. The continuance of this operation soon robs the pipe—at the point where the current departs—of its metallic elements, and leaves only a fragile carbon composition which is soft and spongy like graphite. This weakening soon causes a break, and the pipe is quickly rendered unfit for use, necessitating its replacement.

This corrosion and disintegration of the pipe is due to electrolysis, and the damage is so subtle and insidious, and so certain and widely extended that it results in a loss of thousands upon thousands of dollars in underground pipes every year.



6-INCH WATER PIPE THAT BURST ON ACCOUNT OF CORROSION CAUSED BY ELECTROLYSIS



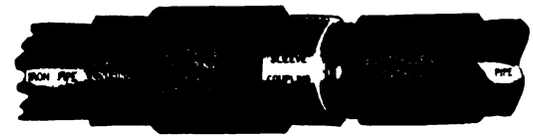
4-INCH CAST IRON PIPE TAKEN FROM BASE OF HYDRANT, BECAUSE OF LEAKS CAUSED BY ELECTROLYSIS. PIPE WAS SO SOFT THAT CUTS SHOWN WERE MADE WITH A POCKET KNIFE

The accompanying illustrations are from actual photographs of pipes which have been destroyed by electrolysis, and these indicate better than words, the damage caused by this evil when it is allowed to go unchecked. The increasing use of electricity throughout the country, and the fact that electrolytic destruction is often as slow as it is sure, is to-day bringing a harvest of results in damaged pipes everywhere, and has created a large demand for some means of preventing this loss.

A pipe covering, designed to prevent the decomposition of underground pipes, is a sectional covering of specially prepared asbestos paper in laminated form, thoroughly impregnated, and coated with a high-grade waterproof insulating compound, which presents an effective barrier to the transmission of the electric current from the surrounding earth to the pipe contained in the covering. This particular covering, which is made by the W. H. Johns-Manville Company, New York, is called "Electroless" Pipe Covering, and is from 1-4 to 3-8 inch thick, in three-foot sections, to fit various sizes of iron and lead pipes. All longitudinal and abutting joints are sealed by means of strips and insulating cement. For sleeve, couplings, etc., a special sleeve of the covering is provided.



CORROSION AND BURSTING OF WATER PIPE CAUSED BY ELECTRIC CURRENTS FROM NEARBY TELEPHONE CONDUIT.



ELECTROLESS PIPE COVERING

AN EFFECTIVE PAINT EDUCATIONAL SERIES

The Bureau of Promotion and Development, Paint Manufacturers' Association of the United States, the headquarters of which are in Chicago, is doing some effective missionary work in promoting a proper knowledge of paints and paint ingredients, claiming that this is the greatest selling force that can be incorporated in any paint business. A forty-four page pamphlet entitled "A Paint Catechism for Paint Men," compiled by Mr. George B. Heckel (who is at present writing a series of paint articles for HARDWARE), is being sent free to a list of sixty thousand paint and Hardware dealers in the United States. An interesting circular letter accompanies each pamphlet, from which we make the following extracts:

To the Paint Dealer:

How to convey a proper knowledge of paints and paint ingredients and how to obtain this knowledge have been problems of great importance to the manufacturer and dealer respectively.

Eighty-eight questions, some comparatively simple, others of a more complex nature, are answered in a plain, straightforward, practical way in the enclosed "Paint Catechism for Paint Men."

The information in this "Catechism" represents the best brains in the business, condensed for your convenience and quick reference. Dr. Heckel, in compiling this "Catechism," has endeavored to answer all of the every-day questions presented to the dealer; he has gone even further by embodying a great many of the more technical features of paint manufacture, all of which



are of interest to you as a dealer. This "Catechism" is worth more to you from a sales standpoint than a complete reference library; it is condensed, plainly written, practical. Let it be a text book, a constant reference and guide for yourself and every clerk in your establishment. If you do it won't be long before you know it by heart and can talk to your trade intelligently and practically on any paint subject.

Your manufacturer or this Bureau will be glad to answer personally any questions regarding the information in this "Catechism," or any questions not covered in this book, at any time. We welcome inquiry on subjects of general paint interest not embodied in this "Catechism" to enable us to make it more complete in the next edition.

YOUR SILENT SALESMAN

"Goods well advertised are half sold." Do you realize that advertising is a salesman, working for you twenty-four hours a day and seven days a week? You arrange the affairs of your store so that your salesmen can work to the best advantage; do you do this with your silent salesman—your advertising matter? To put it plainly, every piece of advertising matter sent you by your manufacturer costs something; it is prepared and sent to you to accomplish some definite, specific purpose. If you are not using it wisely and to the best advantage, you are causing your manufacturer needless waste, and what is of more consequence, you are wasting an opportunity to increase your own business on profitable lines.

As a demonstration, suppose the day this letter reaches you, you have every piece of paint literature and advertising matter in your store (which is not displayed or placed where it is accessible and working for you) collected and put in one pile where you can see just what it amounts to. You and your manufacturer are to be congratulated if such a demonstration does not unearth a miscellaneous lot of color cards, show cards, practical literature, etc., all a part of your selling organization, which have become soiled and practically worthless, due to being put away carelessly "any old place" when received and then forgotten. You wouldn't do this with a shipment of paint, yet the advertising matter is of more ultimate value to you, as its proper use means doubling, yes, tripling, the sales of the goods it advertises if you use it right.

PEOPLE LIKE TO TRADE IN A PROSPEROUS LOOKING STORE

Doesn't your front need brightening up?

Wouldn't a coat of enamel, stain or paint make your counters, shelves, walls and ceilings inside more inviting?

How does your window look?

Does the passerby get a good or bad impression from it?

Do you change it often and make it interesting?

Does it drive away the "blues" or does it create "that tired feeling" when your friends and customers see it?

Does your window advertise you or does it drive trade to your competitor?

Which of these two classes are you in?

You could not hire the service your show window will give you for the price of two clerks if you use it right.

Make your store appear so "wide awake," so up-to-date, so bright and attractive, that if you were the man you wish to influence you would just naturally consider it "headquarters" for paints. Give it that "know-your-business" air counts with *live* people.

Let's get together for a better and bigger paint business.

Yours very truly,

BUREAU OF PROMOTION AND DEVELOPMENT,
PAINT MANUFACTURERS ASSOCIATION OF UNITED STATES.

Hardware dealers who carry paints should take advantage of this educational movement by making sure that their names are on the association's mailing lists. It is sure that the salesman who knows can sell, while the one who does not know is a bad risk, and altogether of a negligible quality. Write to the headquarters, P. O. Box 282, Chicago.

DOMESTIC CONSUMPTION OF IRON ORE

The internal commerce report for July, 1907, states that receipts of iron ore from domestic ports, which were 5,692,234 gross tons during July, 1906, show a shrinkage of about a quarter of a million tons, to 5,468,147 gross tons. Figures for the seven months of the year—16,969,273 gross tons—compare favorably with the corresponding 1906 figures—16,232,766 gross tons—all the larger receiving ports, with the exception of Ashtabula, Lorain and Toledo, showing considerable gains as compared with 1906 receipts. Of the total receipts for the current season, 14,686,833 gross tons, or over 86 per cent., are credited to Lake Erie ports, chiefly Ashtabula, Cleveland, Conneaut, Buffalo, Fairport and Erie, while receipts at Lake Michigan and other ports, mainly Chicago, for the seven months of the season were about 2,282,440 gross tons, or less than fourteen per cent. of the total receipts. Among the July receipts at Lake Michigan ports, 6,993 gross tons are credited to Indiana Harbor, the site of the new steel plant of the United States Steel Corporation.

HARDWARE

A SEMI-MONTHLY MAGAZINE DEVOTED TO THE AMERICAN HARDWARE TRADE

Published on the 10th and 25th of each month by

HARDWARE PUBLISHING COMPANY

No. 415 Produce Exchange, New York

FREDERICK F. LOCKWOOD - - - PRESIDENT
HENRY W. WILSON - - - - - SECY. AND TREAS.
GEORGE F. BRADFORD - - - - - - EDITOR
C. H. GREENE - - - - - - - MANAGER

415 Produce Exchange, New York

SUBSCRIPTION $1.00 PER YEAR TO FOREIGN COUNTRIES $2.50
TO CANADA, $1.50
ADVERTISING RATES ON APPLICATION
Address all communications to HARDWARE PUBLISHING COMPANY

Entered at the New York postoffice as second class matter

Communications upon subjects of interest to the trade are always acceptable, and will be paid for at current rates. The Hardware Publishing Company has no prejudices, and encourages unknown authors to find an audience through the columns of HARDWARE. The only stipulations are that articles must be timely and interesting, and that when possible they shall be accompanied by appropriate illustrations consisting of photographs, drawings, or rough sketches from which finished drawings can be made.

VOL. XXXV SEPTEMBER 10, 1907 No. 11

SUBSTITUTION? WHY NOT?

The great cost of building up a demand through the consumer often results in a cutting down of discounts until the margin of profits left to the retailer is so pitifully small that he is often forced to carry some other lines of similar goods on which the profit is adequate (and to push their sale, too) as a measure of self-protection.

Do you, as a dealer who controls a certain amount of trade which you have developed by hard work and close application, feel like converting yourself into a machine to pass over the counter whatever brand of goods your customer may call for, and to accept without a murmur whatever profit the manufacturers choose to say is adequate?

Manufacturers should realize that the dealer is and always has been the most important factor in the distribution of goods, and that he cannot be made to walk in a narrow path against his will. He may carry the advertised brand for which there is a steady demand, but if he is a merchant worthy of the name, his instinct of self-preservation will assert itself at the right time, and he will succeed in selling something which *is* just as good, and not lose his customer either.

All this talk of substitution is only the work of a salaried press agent who buys his way into the people's magazines at so much per line. Retailers must not get frightened at a cloud which looks large to the imagination, but which is in reality very small. Sell whatever you wish, provided it is not misrepresented. Your trade is your own, and an adequate profit is your only excuse for being in business. If you would listen to some manufacturers you might as well take a long vacation, putting a cheap boy in your place to hand out their wares to the consuming public, and become but a cog in the grinding machinery—a bundle wrapper for the manufacturer, as it were.

FEEDING THE OCTOPUS

"Put the express companies out of business!" "Give us postal transportation of merchandise at a reduced rate and an extended maximum limit of weight!" "Hurrah!"

Thus crieth the town crier Meyer, who was taken out of an ambassadorship and appointed to a high office in which previous experience does not figure as a qualification.

There is a certain element of society who rush in where even angels fear to tread. And nobody can rush in quite so equivocally as the man who does not realize the full purport of the situation. It takes a high-school graduate to teach us political economy, and likewise a former ambassador to Russia to revolutionlze our public institutions in such a way as to prove of "great and lasting benefit to all concerned." Perhaps Postmaster General Meyer discovered on the Russian bear some postal situation so extremely beneficial (who would look to Russia for "benevolent assimilation?") that he wants to graft it onto the American eagle. What fits the plodding bruin will not necessarily enhance either the beauty or flying powers of our aerial bird. Likewise, because a parcels-post plan has worked out a precarious salvation in foreign countries such as Great Britain, France and Germany, the population of which countries, singly or collectively, is ten times as great per square mile of territory as in the United States, it does not point in the least to the fact that a similar measure would prove beneficial to us. Great Britain, France and Germany each have one mile of railroad to six square miles of area, while the United States has but one mile of railroad to sixteen square miles of area. Consider the great purchasing power of money in these foreign countries (as compared with the United States) with the above statistics, and we immediately see that for us to transport merchandise at a somewhat similar rate per pound would result in an appalling loss to our postal department. The hauls are too long in America, and expenses too great to attempt it.

◆

No other country but America can boast of the philanthropy we enjoy of paying the railroads twice as much per mail car mile as the express companies pay per express car mile. (Remember the railroads control the express companies). Transfer your packages from the express car to the mail car and you immediately see what happens. Even as it is to-day, our rate of thirty-two cents per pound on first-class mail serves to sustain the lower rates on second, third and fourth-class matter, and to keep down the deficit in our postal department at the end of each year. Saddle the cost of increased post-office accommodations which would be required to handle a package business—larger departments, many horses and

wagons and more men—and you can foresee the immediate result in dollars and cents. The extension of our rural free delivery for last year alone caused a deficit of $15,000,000.

✤

But the real loss which would result to the American people from a "beneficial" parcels post rate would not come from the postal deficit, but from severe loss to each small retail business which now rests upon a foundation of carriage charges long established, and to which they have accommodated themselves.

The passage of this measure by our next congress spells ruin to thousands of honest merchants in almost every branch of trade. Not alone because of present harmful competition from the large centers, but because under the stimulating warmth of cheap postal transportation, mail order houses will multiply like fleas on a lazy dog's back. Almost seventy per cent. of our population is in cities of 10,000 and under, and already millions of dollars are taken out of these towns in the fare of high express charges, and transferred to the large city to further develop and strengthen the mail order business. Who wants to nurture this infant further, and to supply it milk? Our Postmaster General is scheming to do it, and is getting and will continue to get concentrated support from the rich merchants who live with their sucking tentacles stretched into every rural district in the land, and who prosper by misrepresentation and the psychological influence of printed pictures and the grab-bag element of gullable mankind.

✤

Kill it! HARDWARE does not believe that arguments are necessary to prove to its readers the pernicious quality of parcels post legislation. But remember that laws can exist only through the consent of the governed. Do not assume that you have nothing to do with making the laws. You have. Concerted action now will stop this movement, which idleness will serve to literally bring a cut-price department store, carrying everything on its shelves, into your town—yea, into the home of every resident thereof.

ADVERTISING SUGGESTION FOR WASHING MACHINES



High transportation is the only thing the mail order house fears.

✤

And the express companies? They are not angels, either. But we are not pleading for the express companies. We are pleading for *you*. Of the two evils let us choose the least.

✤

Get busy and help array your fellow merchants into line.

✤

We are gratified to see that many representatives of the daily press are arranging themselves on the right side of this question.

HARDWARE'S PRINCIPLES WIN OUT

Under date of June 10, 1907, HARDWARE contained the following: "If the mail-order houses are making inroads upon his (the Hardwareman's) trade, he has the alternative of adopting their methods to a certain extent in his home territory. All this hue and cry about the catalogue house has but one solution, and that is to use their own weapons to fight them with. Learned men may convene and talk themselves hoarse over this subject, and when they are all through they will be no farther than when they started, unless they realize this fact and act upon it. The situation is one which must be met and cannot be stopped or avoided."

Consistent with the above, we note that an important mercantile movement is now working in the Northwest under the name of the Berkley system, which numbers over 1,000 merchants and is spreading rapidly.

The system, which has the backing of the wholesalers in the principal Western jobbing centers, has as its aim the extinction of the mail order method of doing business, which has been developing at such a rapid pace that country retailers were rapidly losing hope. The object is to so operate the business of distribution that while the retailer still gets a good profit on his wares, he sells them at not more than the catalogue houses ask.

The Berkley system merchants league themselves together to advertise co-operatively in order to lessen the expense and secure the benefit of expert and a unified advertising policy. By co-operation, it is claimed, the cost of an effective advertising campaign, which is a heavy burden for the individual to carry, is reduced to a nominal figure.

The system in carrying out this work has undertaken to supply newspaper and circular advertising to quote prices to consumers, and many thousands of consumers are now receiving such advertising at regular intervals.

Aside from the economic importance attaching to this new movement as a means of securing permanent reductions in prices to consumers in the hundreds of communities where the organization is operating, it promises to greatly increase the importance of local centers which in many instances brought to light in the past few years have been reduced to mere post-office and railway stations through which the farmers transacted their mail-order business.

IRON AND STEEL CONDITIONS

BY B. S. STEPHENSON

CURRENT conditions in one branch of the metal market are furnishing a striking illustration of the fact that the fixing and maintaining of an artificial price, even when attempted by predominant producers, can not hope of success unless in keeping with the laws of supply and demand. At the beginning of the present year, copper was selling with considerable freedom at twenty-five cents per pound. This figure was almost double the price maintained in less active times, but the larger smelting interests evidently believed it could be continued indefinitely and lower offers were consistently refused. The smaller, independent interests, however, saw their opportunity for business and took on heavy orders at somewhat lower, though still highly profitable prices. Finally, when the trend of business has set in strongly toward the smaller producers, the quotations of the so-called "leading interests" were reduced to twenty-two cents, then the current market figure. Immediately the actual market level took another drop. The buyers realized that extremely high prices had resulted in large accumulations of copper in the smelters' hands and that they were in position to dictate terms. In short, the situation had resolved itself into a "buyers' market" and they were determined to make the most of it. The rate of consumption fell off and purchases were made only for the most pressing needs, independent producers finding constant reductions necessary to secure any considerable volume of business. The twenty-two-cent price of the leaders was maintained until the past week, when the "official price" was cut to eighteen cents, then about the current figure, in the hope of stimulating buying. Sales, however, have been admittedly disappointing at this level and the actual selling price has already dropped again.

In connection with the copper outlook, interesting export, import and production figures are now available. Early this year domestic production was at the rate of about 75,000,000 pounds per month; it is now down to about 65,000,000 pounds. Imports, however, have increased enormously, in July being about 28,000,000 pounds, making the total supply well in excess of 90,000,000 pounds a month. Meanwhile, consumption has decreased about one-half, according to reliable estimates, being now at the rate of 35,000,000 pounds a month, against 70,000,000 pounds earlier in the year. Imports and exports are about even, and the heavy excess of production over the melting rate is thus apparent. The weakness of the attempt of the larger interests to control the price lies in the fact that imports and the output of the smaller producers total within 10,000,000 or 15,000,000 pounds of the country's entire requirements, leaving this small amount to be purchased from the larger smelters at their higher quotations. The tendency is still downward and it is hard to foresee the end of the decline, which is already making its effect felt in the prices of finished articles into whch copper and brass enter extensvely.

Aside from the break in copper, the past fortnight has been characterized by an advance of $1.00 per ton in the price of wire products, a new list of the American Steel and Wire Co. going into effect September 3. This advance was in a measure unexpected by the trade and was not generally anticipated, although rumors to this effect had been current for some time, as the demand is declared to be much heavier than usual at this season. By an arrangement provided at the last meeting of the Cut Nail Association, this advance in wire nails automatically carries with it a similar advance in cut nails. Barb and smooth fencing wire are also affected and new discounts are provided on shafting.

In pig iron there is nothing in the current market to give direct promise of renewed strength, although the feeling prevails among well-informed persons that an extensive buying movement is to be expected in about thirty days and that this will bring about a decidedly firmer tone. Those Eastern furnace interests which have led in the recent scramble for bookings—and hence in price-cutting—are reported to have taken on about all the business desired for the present, and other producers are not inclined to equal the prices they made. Northern Foundry No. 2X has sold well under $20.00: furnace, however, and other grades are low in proportion. Collections in the East are reported as extremely bad and an unusual amount of paper is being taken in payment for raw materials. The failure of the Union Iron and Steel Co., the $2,000,000 successor to the $60,000,000 "chain trust," has no bearing upon the general situation, as it operated only a few widely-scattered furnaces and has never been a serious factor in the industry.

MARK TWAIN ON ADVERTISING

Mark Twain says: "When I was editing the Virginia City *Enterprise*, writing copy one day and mining the next, a superstitious subscriber once wrote and said he had found a spider in his paper. Was this good or bad luck? I replied to him in our 'Answers to Correspondents' column as follows:

"Old Subscriber—The finding of a spider in your copy of the *Enterprise* was neither good luck nor bad. The spider was merely looking over our pages to find out what merchant was not advertising, so that it could spin its web across his door, and lead a free and undisturbed existence forever after."

The death is reported of E. M. Tucker, a Hardware merchant of Jefferson, Ore.

THE GENERAL OUTLOOK

BY OSCAR K. LYLE

THE general monetary situation since two weeks ago has grown better rather than expectedly worse. Some clouds have passed awey, an easier feeling is evident with more disposition to assist in improvement by friendly attitudes than in furthering depression by being pessimistic, or miserly with money. All that was requisite for increasing confidence to improve matters was a little courageous help in a time of fear and financial friction. This help appears to have been extended when the offered securities of America's greatest city, that for a time went begging and suggesting discredit, were practically accepted. Only in the East, and not much outside of Wall Street, was there any perturbance and uneasiness, and most of it came from the speculative traffic in securities incidental to accumulated wealth and idle capital.

With industrial enterprises business has long been good, is good now, and promising well for continuance. Crops are smaller but more valuable. Farmers will not be crippled in their resources and compelled to economies. Much is due the horde of small investors for the agreeable change. In the aggregate, the small takings by the non-speculative class has proven large enough to relieve the pressure that was on the market and become recognizable as a potent factor in its betterment. In my belief the worst is passed and in the channels most affected we are entered on a period of improvement.

GRAIN

On July 5th September contracts in wheat in Chicago sold at 100 3-4. From this point the decline was gradual until checked at 83 1-4 on 13th of August. In explanation of the shrinkage is the apprehension of disaster from great losses in the speculative market. The reaction since, that has carried the price up again twelve cents a bushel, was natural as a speculative proposition, in part, but helped by a visitation of frost in the Northwest on the morning of August 20th, by some increase of confidence in financial affairs, and a good increase in export attention. The frost that appeared in North Dakota and North-western Minnesota was serious in places. It was not general, and important sections escaped damage by a few degrees only. The crop in the three principal States raising Spring wheat will be considerably less than in 1906, as more is known of the North's production and the needs of Europe, the stronger the conclusion is that our surplus wheat will all be wanted. It is not all wanted now and much will have to be carried until called for. There is reason to believe that our farmers will be slow sellers. The promise of higher prices in the future is evidenced in the substantial premiums being paid for forward deliveries. What better incentive for primary holding? It is a temptation to the farmer not needing money. He has only to delay marketing to reap the gain. It costs him nothing for storage. Many think wheat will sell much higher before another crop is made, and it is not an unreasonable expectation, basing it upon what is now known of the supplies and needs of the world. The market lives on fluctuations. In the long run the gains will exceed the losses in price. Corn is the only growing crop. Its promise, so low in early July, has wondrously improved. It is possible to raise 2,500,000,000 bushels. It is probable we will not, however, since so much in climatic favoritism is essential that may not be given. Frosts often occur in this month. With much of the crop late in its progress a severe frost inside of a month would cause material damage in sections largely contributing to the commercial supply The present high prices are due in part to apprehension, suggesting to the farmer to hold what old corn he has until there is no longer occasion for it. The oat crop is a failure, so to speak, for it is scanty in quantity, and poor in quality. The prices now made are that dear they may attract supplies from Canada and the British Northwest despite the fifteen cents a bushel import duty.

COTTON

The season of 1906-7 ended August 31st with a crop, as determined by its movement, of nominally 13,500,000 bales. This larger crop than was looked for months ago has been marketed at good prices and brought to the country generally, and the South particularly, more money than any cotton crop preceding it.

In so much being absorbed at good prices lies the strength of the staple at this time when the indications are for less cotton with estimates ranging all the way from 11,000,000 to 13,000,000 bales. Regarding the past crop is was, in quality, one of the poorest, if not the very poorest, of record. The great improvement this year, now entered on, is in Texas, where so large a percentage of the crop is raised. Dry weather has had little interruption in that State and rains coming now may prove too late to be of much benefit. So long as cotton is the cheapest commodity for its many uses the demand will keep up. Its displacement can only come from something cheaper and there is no suggestion of this. It is not expected needs will lessen. What we may have to sell will all be wanted and we can look complacently forward to another season in which the influx of foreign money will continue. The new crop is believed to be of good quality and there is not too much of remainders from past crops to handicap the coming one. There may be less cotton but the promise is for greater value than the satisfactory crop preceding it.

CONDITION OF TRADE

COLUMBUS, O.

The only way we are advised that there is, or is to be a slump in business, is through the many rumors and discussions from some pessimist through the press. If we are to judge from our own experience and observations, we have nothing to fear. Crops will be a fair average and prices on farm products are good. The only real poor crop is fruit. We had no cherries, no peaches, and will not have many apples. The loss of the apple crop is the worst from a health standpoint. The doctor said an apple before you go to bed means less ills and fewer pills. (This is original and a hard strain on the brain).

Each month this year has shown a healthy increase over last year. Orders for Spring goods are being placed as usual. We haven't found any of our customers who are discouraged. In fact, about the only class that seems to be squealing is the one who dabbles in stocks, but that don't hurt the corn crop, and that is decidedly safer to bank on. Building is brisk, everybody busy and at good wages. Why should we get panicy?

THE SMITH BROS. HARDWARE CO.,
J. H. SMITH.

CHICAGO, ILL.

In our mind the prosperity of the country is altogether too firmly established to be permanently affected by the present conditions in Wall Street. The crop outlook is good throughout this section, and whereas business has been rather quiet during the past few weeks, it is beginning to pick up and there is every reason to expect a satisfactory business through the Fall.

TROUT HARDWARE CO.

ST. LOUIS, MO.

There is almost no diminution in orders for our goods from any part of the territory that we cover, extending West to the Pacific, South to the Gulf, from the great lakes and the Alleghanies on the East, and the Southeastern States.

The promise of crops grows better and better. Orders continue in excellent volume and of good quality. We are running substantially ahead of the same period last year and last year was considered a good year. The South and West—where we distribute the greater bulk of our goods—is all right.

If there is a cessation of over-legislation and a let-up in blue newspaper talk, we believe that the minds of the community will more rapidly return to a normal condition. Wall Street does not exert the influence over trade conditions that it once did. The financial interests, while they center still in the metropolis, also now branch out in an important way in the medium-sized centers of the Middle West, Northwest and South.

Money will continue to bring high rates of interest as long as the speculative element are willing to pay exhorbitant rates for accommodations. It will again require a large volume of money this year to move the bountiful crops which are being harvested and sold at high prices. This will make money in the centers in excellent demand for at least three months, after which time, and not until then, in our opinion, may we look for lower interest rates. Thus far the high rates for money seem to be the only factor which may tend toward a lessening of trade volume. In our opinion, the country at large is in an excellent healthy state and we believe will so continue.

NORVELL-SHAPLEIGH HARDWARE CO.

LOUISVILLE, KY.

It requires no special effort this time to write a cheerful letter respecting things in the iron, steel and Hardware lines. The consumption of all staples continues to be free at good prices, and as for the more highly finished tools, the supply of these is still far short of the demand. Almost the same conditions continue, which have prevailed for several years, namely, an immense earning and saving power in the agricultural districts by reason of the large yields from the tilled acres and the high prices obtainable for everything grown on the farm. This in turn has called for more farm labor than can be supplied, and labor, not only on the farm, but in the cities as well, where large schemes of work are under way, is still scarce. The columns of the newspapers show a large preponderance on the side of "Help Wanted."

There may be temporary reductions in the purchases on the part of railroads and large corporations, but their published earnings show that an immense business is still doing. They may be not quite so congested at the great freight centers as they were some months back, but they are pushed to their fullest capacity and have hard work to keep up to their schedules. Engines and cars are being worn out in the using and abusing, they are smashed up in accidents daily, and to say that the railroads have quit buying altogether is to promulgate a very foolish idea.

There are all sorts of reasons assigned for the slump in stocks and securities on Wall Street. It is a common belief in the country that a number of gentlemen there can put these up and down at will. Be that as it may, the country is concerning itself less and less about their speculations. When they prate about bulls and bears it may be Irish bulls and Teddy bears for aught we know. The last periodic crop of multi-millionaires has been safely made. Some of it has been gathered into automobiles and some turned thence into the grave-yard, whence we are told all flesh comes. The ordinary rank and file go on pretty much the same, and what they do not understand by their own common sense and experience, they rely on getting out of the newspapers.

BELKNAP HARDWARE & MANUFACTURING CO.
WILLIAM R. BELKNAP.

DULUTH, MINN.

The writer has just completed the revised crop report for North Dakota and Minnesota. We are very much pleased with the outlook here in the Northwest, and there is nothing in the conditions in farming communities, as they exist to-day, which would indicate any falling off of business during the balance of this year.

Wheat is going to be a fair crop, and with present prices, together with the revenue from other grains, the farmers will have more money than they did last year.

Our business for the month of August shows a decided gain over a year ago and we are planning for the best Fall's business that we have ever had.

Interest rate on money is higher than it has been for the last thirty days, but this is not unusual at this time of the year, as the grain men go into the money market for funds to handle the crop. We believe that these conditions will right themselves within the next thirty days, as collections will have started by that time.

KELLEY-HOW-THOMSON CO.,
B. W. HOW.

OMAHA, NEB.

With reference to business conditions in this locality, there has been no anxiety in regard to the pessimistic wails that have emanated from Wall Street.

The crops are fully up to the average; the prices are equal to anything that has ever been secured, and in many cases higher; farmers are prosperous, and conditions never were more favorable for a continuance and increase of the present prosperity that exists throughout the West.

So long as crop returns are large and prices favorable, the West need have no anxiety or fear for the future.

Our banks are in condition not only to furnish all the requirements of this locality, but in addition to supply a comfortable surplus to the East, where financial conditions appear to be more stringent than in this locality.

The only effect we feel from the financial needs of the East is the necessity of paying a little higher rate than would other-

wise be the case, but so long as our banking friends get the benefit of it and we are able to pay it both sides are apparently satisfied, and we trust this condition will long maintain.

WRIGHT & WILHELMY CO.

FARGO, N. DAK.

Trade conditions in North Dakota and Northwestern Minnesota begin to assume a definite aspect as our crops mature. We are nearly ready for the harvest and generally speaking will undoubtedly show a slight decrease in wheat, with a good fair average increase in flax, oats and barley. Stock (cattle, horses, sheep and swine) are fully up to expectations, and taking it all in all, we look for an average year.

While the above applies in general, hail and local conditions will make our crops spotted and many a farmer will fair badly, but in the main, taking crops, prices and expenses into consideration and the delayed marketing of last year's crops, we really look for better collections and trade for the balance of 1907 than for the past two or three years, and if you can stop all Eastern newspapers from getting to us, we will be prosperous to a degree.

HALL-ROBERTSON HARDWARE CO.

FORT WORTH, TEXAS

It is the condition of crops that makes hard times or good times in this section of the country. What the big financiers have to say has very little effect on the business that is conducted on a sound basis. If we can make a big corn crop and a big cotton crop, they can howl all they please and Texas swims along easily.

THE WM. HENRY & R. E. BELL HARDWARE CO.

OUR CANADIAN LETTER

BY OUR SPECIAL CORRESPONDENT

MARKET CONDITIONS.

While jobbers and retailers both report a satisfactory Summer's trade, much apprehension is felt as to the future outlook. In the first place the tightness in the money market, the rise in the rate of interest charged on loans; with the increased difficulty in securing bank accommodation, makes prospects for the coming year look darker than in several previous seasons. The banks are also being severely criticised for charging six, seven and eight per cent. for money while only paying three on deposits, for refusing to lend money on unquestionable note security, saying they have no funds for investment, when over $60,000,000 of Canadian bank money is out on call loans in Wall Street. Another phase of the money situation is the shortening of credits on builders, etc., loans on first-class building security having increased from five per cent. early in 1906 to six and one-half and seven per cent. in Toronto to-day. This will undoubtedly check our building activity during the coming year

The crop outlook is none too favorable, either, with the harvest from two to three weeks late in most sections. Some sections of Western Canada report good average crops; but the general run indicates a decrease of about ten per cent. in volume. But as prices are likely to be higher, the farmers may have as much money as in previous years. The curtailment of credit is hitting the West, however, in causing a temporary lull to develop in the movement of speculative immigration. Land speculation has fallen off to a marked extent, and the fictitious values are tumbling down to a more normal figure. Hundreds of real estate men are leaving the country, their means of livelihood having vanished. This, of course, does not affect the farm or mercantile sections of the community to any great extent, and many will welcome a reaction from the era of speculation which Western Canada has experienced for several years back.

NEWS OF THE TRADE.

The store of J. W. Richardson, North Bay, Ont., was recently damaged by fire to the extent of $25,000. During the month fire also did damage to the stocks of E. Garon, St. Gregore, Que.; Denis Bros., Montreal; Heath & Howard, Vermilion, Alberta; Haines & Wylie, Oxbow, Sask., and D. McDonald & Co., Shovel Lake, Man.

The Great Northern Supply Co., formerly J. G. Noonan & Co., Swift Current, Sask., are erecting a fine Hardware store building which with fixtures will cost $25,000.

H. G. Allen, for forty years a traveler for the Oneida Community, Niagara Falls, recently celebrated his seventy-fourth birthday .

F. R. Agnew, box 1181, Calgary, Alberta, wants catalogues from Hardware manufacturers.

Mackie Bros., North Bay, Ont., have taken out a charter as a limited company with a capitalization of $100,000.

A. J. Algate, 98 King Street West, Toronto, has invented a collapsible minnow trap that is being favorably considered by the sporting goods trade.

G. C. Kelly, of Lewis Bros., jobbers, Montreal, recently won the Canadian senior singles canoe championship.

Last month Cairns & Co., Saskatoon, conducted a drawing of coupons held by their customers, the following prizes being awarded: First prize, driving outfit; second, malleable steel range; third, lady's costume; fourth, suit; fifth, goods to the value of $20; sixth, dinner set; seventh, hat; eighth, pair of shoes; ninth, baseball outfit; tenth, girl's suit.

The Nelson Hardware Company, Windsor, Ont., is now under the management of A. E. Lech.

Fire did $25,000 damage to the jobbing stock of Caverhill, Learmont & Co., Montreal, on August 23, this being the second fire loss sustained by them this Summer.

During the architects' convention in Montreal on August 20 to 24 an exhibit of builders' Hardware was made, said to be the first of its kind in Canada. An electrical exhibition will be held in the same city the week commencing September 1.

BUSINESS CHANGES.

J. A. Thompson, Elk Creek, Man., has sold to C. C. Clough; Wells & Cornish, Saskatoon, Sask., succeeded by Elford & Cornish; Watt & King, Toronto, succeeded by F. Watt & Co.; S. A. Clark, Saskatoon, succeeded by S. A. Clark, Limited; Thomas Hoar, Toronto Junction, succeeded by May Bros.; Frame & Miller, Virden, Man., succeeded by Miller Bros.; Trenholine Bros., High River, Alberta, succeeded by Ballantyne Bros.; Pinkerton Hardware Company, Toronto, succeeded by David Mann; Hose & Canniff, Kenora, Ont., Jacob Hose, dead; Hemmill & Featherston, Nanton, Alberta, dissolved partnership; Lundy & McLeod, Edmondton, succeeded by Lundy McLeod & Smith; C. Keronock, L'Original, Ont., assigned to G. H. Pharmand; J. B. Wright, Midale, Sask., sold to M. W. Purdy; Stringer & Bennett, Rocanville, Sask., succeeded by Stringer & Thurston; Munro Bros., Alvinston, Ont., succeeded by Johns & Miner; H. R. Manders & Co., Owen Sound, Ont., retired from business; D. Cowville, Maxville, Ont., retiring from business; and Eakins & Griffin, Shoel Lake, Man., sold to D. McDonald & Co.

INDUSTRIAL DEVELOPMENT.

A unique electric power plant, the first of its kind in America, was opened recently at Chignecto mines, N. S. The power house is situated at the mouth of the mine and the waste screenings are used for fuel. This does away with transportation of fuel and at the same time uses fuel that would otherwise be useless. It is said the power can be obtained at such a low rate that it will be available for every sphere of manufacturing. The power is transmitted to Amherst, N. S., a distance of seven miles. This style of plant has long been advocated by authorities who have made the production of cheap power a study. During the inauguration proceedings, the following telegram from Thomas A. Edison, the famous inventor, was read:

ORANGE, N. J., July 31, 1907.

"H. J. LOGAN, M. P.

"Chairman Board of Trade Committee.

"Permit me to congratulate your Board and Senator Mitchell on the inauguration of the first plant on the American continent for the generating of electricity at the mouth of a coal mine, and the distribution of the same to distant commercial centres. It is a bold attempt and I never thought it would be first accomplished in Nova Scotia, where my father was born over one hundred years ago.

(Signed) "THOMAS A. EDISON."

Whitman & Barnes Mfg. Co., St. Catharines, Ont., will spend $50,000 in an addition to their factory.

The Canada Steel Goods Co., Hamilton, will erect a factory to cost $75,000.

H. H. Dryden, Sussex, has secured property from G. W. Fowler, M. P., on Court Street, Sussex, and will at once commence the erection of a large tinware factory.

The International Turpentine Co. will install a plant in New Westminster, B. C., to cost $30,000.

The Delaware Seamless Tube Co., Reading, Pa., may build a large plant at Sarnia, Ont., to cost $200,000.

The Canadian Shovel & Tool Co., Hamilton, Ont., will erect an addition to their plant to cost $1,000.

The Toronto Bolt & Forging Co., Swansea, will erect a plant at their present works, to cost $30,000.

Fox & Co., mantel and woodwork manufacturers, will erect a factory in Windsor, Ont., to cost $40,000 if the city will give them exemption from taxation and free light and water.

The Dennis Wire & Iron Company will enlarge their plant at London, Ont., at a cost of $13,000.

A factory to manufacture bits and augers may be established at Peterboro, Ont., by a new company being organized. The Rapid Tool Company, established a year ago at Peterboro, is unable to keep up with its orders for these goods.

The Manitoba Rolling Mills at Winnipeg are now in operation.

A brass foundry is to be established at Belleville, Ont., where the rolling mills established a year ago, have been a marked success.

An interesting experiment is being made at Medicine Hat with natural gas. It is proposed to compress it in tanks and sell it for use in place of gasoline. It is claimed to be very much cheaper and easier to handle.

E. & T. Fairbanks & Co. have taken out a charter for a $150,000 company to conduct a scale manufacturing plant at Sherbrooke, Que.

LEGAL CORRESPONDENCE

ANY SUBSCRIBER TO "HARDWARE" IS PRIVILEGED TO ASK ANY LEGAL QUESTION HE PLEASES IN THIS DEPARTMENT AND IT WILL BE ANSWERED FREE OF CHARGE. ADDRESS ALL COMMUNICATIONS TO LAW EDITOR "HARDWARE," 415 PRODUCE EXCHANGE, NEW YORK CITY.

SALE—RISK OF LOSS BY FIRE

QUESTION: We sold a customer B a mowing machine, then stored in a small building used by us for that purpose. B picked out the machine he wanted, paid us and left it there. We agreed to deliver it at the railroad station without extra charge within the next two weeks. The next day the building was burned without our fault and the machine destroyed. We had no insurance on the machine. Can we keep the money paid us by B or must we return it?

REPLY: The risk of loss by fire attends upon the title to the property. If the mowing machine ceased to be your property and became B's, then he and not you must stand the loss. There is no doubt in this case that the title passed to B. The mowing machine was selected, the price paid; nothing remained to be done but the delivery at the station. But delivery is not necessary to the passing of the title. The machine was B's, even though it remained in your possession. Therefore the loss falls upon him, and the law does not require you to refund the price paid.

HOW RETIRING PARTNER SHOULD PROCEED

QUESTION: A and B have engaged in the retail Hardware business for a number of years as partners. A now wishes to retire from the firm and to sell all his interest in the business to B. A wants to protect himself so that he will not have to pay any of the present debts of the firm, and cannot be held liable as a partner for any debts which B may incur hereafter. Please advise fully what A should do. A. F. Co.

REPLY: A is of course liable as a partner for all existing debts of the firm. The only way he can protect himself absolutely from this liability is to see that all the debts are paid before he withdraws, or to require security from B that B will assume and pay them. No agreement on B's part to assume the debts can prevent the creditors from suing A. But if B agrees to indemnify A from all debts, and gives sufficient security for the performance of his promise, A's position will be practically safe. To protect himself from liability for debts contracted after his withdrawal, the retiring partner should publish several times a notice of his withdrawal in one or more newspapers of the vicinity. This will be sufficient notice to all who have not had dealings with the old firm. But even this notice may not protect A from liability for future credits extended by those who have already had dealings with the firm. It is an important rule of law that all persons who have been creditors of the old firm are entitled to *personal notice* of the retirement of a partner. Otherwise they are entitled to assume that he is still a member of the firm. The safest way in which to give this personal notice is for the retiring partner to send written or printed notices by registered mail to all who have been creditors of the old firm.

SALE VOID BECAUSE OF STATUTE OF FRAUDS

QUESTION: We shipped two stoves valued at $120 to a customer. He did not pay us anything. He now refuses to take them and pay the freight, and they are at the freight station. We have nothing in writing from him. Can we make him take them? RETAIL.

REPLY: You cannot. The Statute of Frauds prevents. There was no payment, no acceptance by your customer, and no memorandum in writing signed by him. The delivery to the railroad company is not like a delivery to your customer. Had the stoves been actually delivered to him, he would of course be liable to pay for them. So also if he had paid anything on account of the price, or signed a written order. The value of the goods to which the Statute of Frauds applies varies in the several States. In your State (New York) it is $50. The same amount is established in Massachusetts, Connecticut and Indiana. In Maine and New Jersey it is $30. If the sale is of goods of less than the statutory value, the statute has no application.

LIABILITY FOR BREAKAGE OF STOVES

QUESTION: We ordered a number of stoves shipped to us by freight. When they arrived various parts of three of them were broken. Neither the company from whom we ordered them, nor the railroad company will do anything about it, each claiming it is the other's fault. The bill of lading contains a statement that they were received "in apparent good order." Who is the proper person to make good the loss? J. T.

REPLY: Prima facie the recital in the bill of lading that the stoves were received in "apparent good order" is an admission which will bind the railroad company. If, in addition, you can obtain the evidence of the shipper that the stoves were delivered to the company unbroken and in proper condition for shipment, the railroad will be liable, unless it can affirmatively prove that the breakage was not caused by its fault. As this would be difficult, if not impossible, you should be able to recover from the railroad company.

REVIEW OF THE MARKETS

WIRE NAILS: An advance of 5 cents all around on Wire Nails and Wire products was made by the American Steel & Wire Co. on September 3. Although rumors of an advance were circulated three months ago, this move was somewhat unexpected. As far as the manufacturers are concerned conditions are all that could be desired. The demand is a heavy one, and the old complaint of a shortage of cars is rarely heard. Steel nails are moving in a satisfactory manner in jobbers' hands, and they are contented with the outlook so far as the rest of the year is concerned. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers $2.05
Carload lots to retailers 2.10

New York.—An advance of 5 cents per keg on the carload price of Wire Nails was made on September 3. A majority of the jobbers have nails on hand bought at lower prices, but in order to correspond with the higher cost at mill will probably advance their prices. The demand is not very heavy, but the prospect is that it will soon increase. Small lots at store are held at $2.30, with a slight shading of prices in some instances.

CUT NAILS: At the July meeting of the Cut Nail Association a resolution was passed that if Wire Nails advanced in price before the next meeting of the Association on September 25, the price of Cut Nails should be increased the same number of cents per keg as Wire Nails. This would make carload lots to jobbers $2.15 f.o.b. Pittsburgh. Mills are making better deliveries than foremrly, as they are catching up on back orders.

New York.—A falling off in the local demand is noticeable. The contemplated advance in the price of Cut Nails at mill will soon be reflected in jobbers' prices, it is thought. Jobbers' quotations are about $2.30 for small lots at store.

BARB WIRE: The price of Barb Wire has advanced 5 cents per 100 pounds, the change taking effect September 3. New business is rather light, as is customary at this season. Specifications on contract orders are still being freely received by the mills. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galvanized.
Jobbers, carload lots	$2.20	$2.50
Retailers, carload lots	2.25	2.55
Retailers, less than carload lots.....	2.35	2.65

The new price on Fence Staples, f.o.b. Pittsburgh, to jobbers, in carload lots, are as follows: Polished Staples, $2.15; Galvanized Staples, $2.45, with the regular differentials for smaller lots.

SMOOTH FENCE WIRE: On September 3 an advance of 5 cents per 100 lbs. was made. The demand is heavy from all sections of the country, and fence manufacturers are freely specifying against contract orders. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads $1.90
Retailers, carloads 1.95

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

ROPE: Fall requirements are not yet in evidence to any noticeable extent, and the market shows slight weakness, with the exception of jute. Quotations are as follows: Pure Manila, 12½ to 12¾ cents; B quality, 11½ to 11¾ cents. Pure Sisal, 9 cents, lower grades Sisal, 7¾ to 8 cents; No. 1 Jute, ¼ in. and up, 9 cents; No. 2 Jute, 8½ cents.

LINSEED OIL: The following prices are quoted on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than five barrels.....44 cents per gallon.
In lots of five barrels or more.....43 cents per gallon.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.
Calcutta Oil.....70 cents per gallon.

KEEP ON THE MOVE

Are you actually busy all day long? Busy with business? Busy in accomplishing things that count? Judging from past experience the writer believes that the average retailer in the small town wastes at least a quarter of his time. He not only wastes the time, but is at the same time firmly convinced that he is the busiest man in the town and does not have half enough time to take care of his business properly.

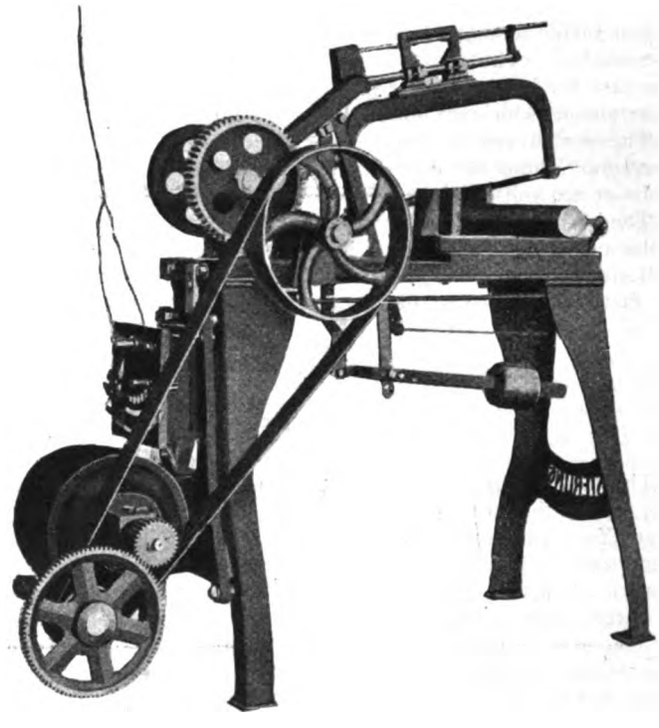
Many retailers will not only waste a great deal of time between jobs in the store, but will even go outside and play croquet, pitch horse shoes, or waste an hour or two in some other occupation while he has work to do inside, which, if properly cared for, will increase his profits considerably in the course of a year.

Many fail to realize that their time is worth money, and that every minute they take from their business they are cheating that business out of. They are not accustomed to put a price on their own time, even though most of them draw a certain salary from their business each month.

One retailer recently brought himself to realize the value of his own time by charging himself up with every minute thus wasted, at the same rate he allowed himself as salary. It was a great surprise to him the way his salary was thus reduced, and any retailer who will honestly follow up such a plan for a month will see where there is a leak in the business at a very vital point, and once such a leak is found, he is not a shrewd merchant if he does not stop it.

AN EFFECTIVE HACK SAW MACHINE

The new power hack saw machine with motor attachment for either direct or alternating current, as illustrated, is a great improvement over many present systems. Its use will prove a great convenience in tool and machine houses where there is no



power, and where exists a demand for steel to be cut off in various lengths. This machine has also a special attachment by which long bars of angle iron, or any other kind of stock, can be cut off at an angle of 45 degrees, or more if required.

It runs continuously and smoothly on all work, and will soon repay its original cost wherever installed, provided there is much of this work to be done.

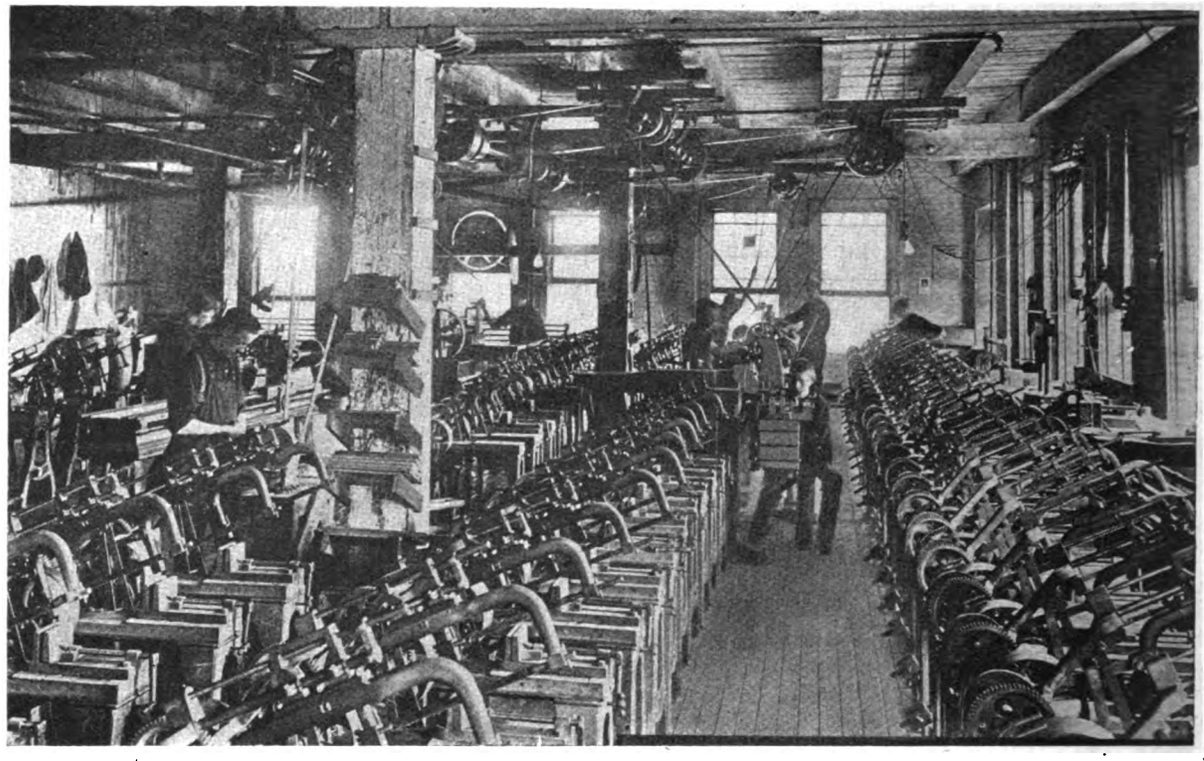
The motor used on the machine has been designed with special

reference to the duty to be performed. It is slow speed, very rigid construction, and with a considerable capacity for overload; is entirely encased, dust and moisture proof, and has large oil wells and ring oilers; is supplied with a special fireproof, speed regulating rheostat, which is mounted as a unit with the motor on a special base which is secured to the rear legs of the machine. The motor or rheostat is easily detachable from the base for inspection or repairs. It can also be furnished with fibre pinions which are noiseless in operation.

The motors can be supplied for either direct or alternating currents. Those for direct current are bi-polar, being of 110 volts or 220 volts, and under special conditions only 500 volts.

The alternating current motors are supplied from 110 to 115 volts and for 25, 60 or 133 cycles. They are of constant speed, self-starting induction type, having no brushes or commutators; in fact they are about the simplest proposition possible for a motive power. Although these motors are for single phase currents, they may be run on either side of a two or three phase installation.

A very important feature of the direct current motors is the shifting slide on rheostat by which the stroke of the saw can be regulated from forty-five strokes per minute for cutting off tool steel to any higher speed required up to fifty-five strokes, which speed can be used for cutting off bars of machinery steel, or cold rolled shafting.



ASSEMBLING HACK SAW MACHINES AT THE DIAMOND SAW & STAMPING WORKS, BUFFALO, N. Y.

The Diamond Saw & Stamping Works of Buffalo, N. Y., manufacturers of these machines, are sending them to all parts of the world. Among other places they are shipped to Great Britain, Austria, Germany and France on the Continent of Europe, also to Melbourne, Australia and in this country from Portland, Me., to Portland, Oregon. The manufacturers will furnish further information to anyone interested.

THE AMERICAN IDEA IN LONDON

Thoroughly characteristic of present-day British temper is the caption that the *Pall Mall Gazette* put a few days ago to a New York cablegram announcing the shipment of a cargo of American steel rails to Dalny, "Britain Advances the Money—America Supplies the Goods."

There exists in England a popular recrudescence of insularity that may be patriotism or may be politics. Far be it from the stranger to judge. The notable fact is that from every other show window stares out the legend, "Made in Great Britain," "Our Goods Are All British Made," or other intimation to the same effect. The legend does not always tell the truth, and alongside of it subsists, yes, flourishes, an American shop.

An increasingly large percentage of foreign goods is now being imported unmarked with name of manufacturer or place of origin. The inference is obvious. Telling, too, is the other admitted fact that partially prepared material is constantly growing in importation to be finished in British workshops, and that there is an unprecedented demand on the part of British manufacturers to purchase American or other foreign patent rights, or the provilege to manufacture under them on royalty.

This is the most significant feature distinguishing the British commercial world of to-day, and it is full of meaning, which the world will do well to appreciate. In the course of a month's visit to the principal cities of Great Britain I do not think that in one instance, where I have talked politics with a British business man, the opinion has not been expressed that in a comparatively short time—say, within five years—the United Kingdom will surely have adopted Mr. Chamberlain's tariff proposals, and, coupled with enthusiastic devotion to the principle, is a pronounced tendency to gloat—no other word will express it—to gloat over the brilliant future that Britain's manufacturers will then enjoy when American electrical devices, American machinery, American Hardware, American boots and shoes, American whatnot will be barred by a tariff wall and no longer be able to compete with the long-suffering British manufacturer. How far this would work out in exactly the way expected may be open to

pertinent question, but certain it is that this is the temper to-day of the British manufacturer, and just as certain it is that he is now engaged in making his plans to manufacture here as large a part as possible of the goods he has heretofore obtained more cheaply from the United States.

It should by no means be forgotten, however, that certain American goods the British manufacturer can never supplant, nor that far more strenuous tariff provisions in Germany, for example, than are possible here have not prevented a wholesome growth of American business in that country, and, moreover, along many of the same lines that have hitherto been successful in free-trade England.

Evidences of an American invasion are met with at every turn in the form of innovations undreamt of by the Londoner twenty years ago. It may perhaps be doubtful whether the average British citizen appreciates the fact that these innovations are of American origin. He is disposed to argue that if a thing is good it is British.

The adjective "American" is tacked on to many a novelty, primarily to advertise it as a novelty, and, probably, very often without any serious expectation that it will develop into a permanent fixture in British life. I am told by a man in a position to know that there are now about a thousand American soda water fountains in London and its suburbs. The sign, "American Soda Fountain," greets you from many a tea-room, confectioner's shop and restaurant, sometimes in the most unexpected locations. But, like the "American bar," the institution has in British practice drifted far from its original American prototype.

I have revisited London many times, and always I have found new marks of the effect wrought on life here and on the physical aspect of the city itself by American example, and the introduction of American inventions and practices. When one traveled by rail in England twenty years ago he found none of the conveniences and luxuries which he had long since grown to regard as indispensable and as a matter of course at home. Here one found no lavatories in the railway carriages, no steam heat, no gas, to say nothing of electricity, no dining cars, no sleeping cars. This has all been changed now, very gradually, very slowly changed, although in the general use of the "corridor" train the railways of this country are still behind some of those on the Continent. Every one of the improvements toward comfort in railway travel owed its invention to America, and its introduction here to American example.

Twelve or thirteen years ago I occupied an office in one of London's chief business districts for many months during the year. Tiny rooms, dingy, dirty, up two or three flights of steep, narrow stairs, without heating apparatus beyond a provokingly inadequate grate, without sanitary facilities of any sort, boasting the sickly illumination of antique gas jets. Telephone? Who in London thought in those days of using a telephone? How many business houses used typewritten letters? Yet my offices were the best that I was able to find for my purpose. But to-day—ah! the American Idea has wrought its work or has at least made a beginning. In every direction, even in the old city, you find comparatively comfortable offices, elevators, steam or hot water heat, electric light, telephone, and quite as a matter of course you have your "shorthand writer and typist."

Within my own knowledge it has taken London twenty years to realize the advantages to be gained by adopting the improvements which a newer country had to offer. It is far from my purpose, as an American, to indicate any feeling of superiority in that the older country was "shown how" by my own. It must be remembered that the majority of these improvements were the result of necessity, and "necessity is the mother of invention." In grappling with the novel and gigantic problems which the unexampled industrial growth of a new country brought forward for solution, improvements resulted which were so important and so revolutionary that they could be utilized with equal benefit by the old countries as well as the new. Therefore the subject does not rightfully belong to the domains of sentiment and patriotism but to the industrial world as a whole, without regard to nationality.

Is the debt to America acknowledged? No—or but grudingly and with reservations. I fancy that there's many an Englishman who disapproves of these innovations, just as there are many I know who climb the stairs by preference instead of patronizing the lift.

How slowly do things change here! And yet there still exist Americans who run over to London, confident of converting the Englishman to a new scheme in three days' time. For thirteen years, to my personal knowledge, there has been more or less talk in London of steel building construction after the "American Idea." It has arrived at last, but not until an American engineering firm personally introduced and demonstrated it to unconvinced London. I do not mean to criticise English deliberation. On the contrary, while I wonder at it, I yet approve of it in a way. I fancy that we should do many things much better and more wisely in America were we to temper impetuosity with a liberal allowance of something like this same British care and deliberation. Nevertheless, the American never ceases to be amazed by this ineradicable British characteristic, and not unusually entirely loses patience with it.

Said the secretary of a big combination of British cement manufacturers when talking to me about cement construction work in this kingdom: "Our people haven't waked up to it yet. Some of you Americans will have to come over here with their money and show our Englishmen how it's done and what its advantages are."

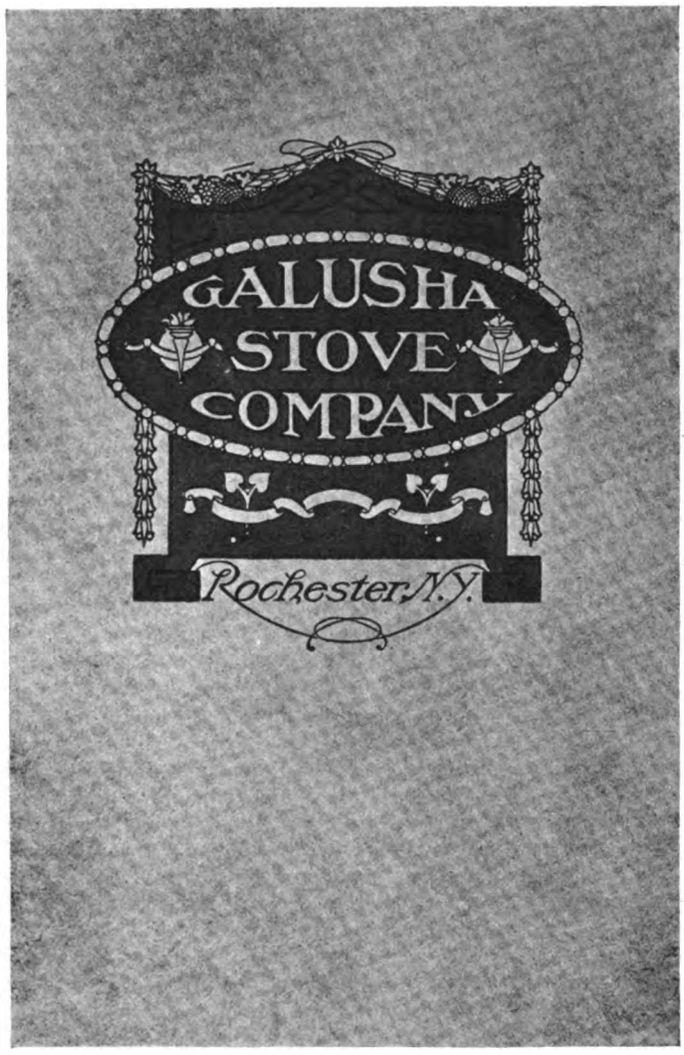
When in London a year ago I used to patronize the recently opened "Bakerloo" tube in order to visit certain friends. Quite by the bye, London owes her present system of "tubes" to American enterprise and initiative. And when anything goes wrong—but only then—you see the newspaper columns liberally sprinkled with the adjective "American." The Bakerloo tube was at that time almost deserted. There were seats galore to be had by every train. To-day the Londoner has at last become aware of its existence and the trains are crowded. The County Council has built and is operating electric tram services right across the city, and, incidentally again, provides a very good service at fares equivalent to 2 and 3 cents, according to distance. And, postscriptum number two, will it be denied that the present and the prospective electric tram development is also very largely due to the force of American example?

The casual visitor to London will probably be impressed by the thickly displayed signboards of the American shoe store, American iced drinks, the American soda fountain. But the American Idea in its influence upon London life goes far deeper than these comparatively trivial and surface indications. It is undeniably true that there exists in England a supercilious disdain of the Yankee—the pushing, boastful Yankee, his accent and his mannerisms. I do not think that we Americans can do better than accept it in good-natured indifference. After all, it is by no means worse than the attitude with which the Englishman greets his Australian cousins and proteges when they visit London. Nor is it much if any worse than the ridicule they privately heap upon the French "froggy" when it is not a question of a public discussion of the *entente cordiale*. But I do feel moved to plead for a little more general and more honest recognition of the material debt that London and the English nation owe to American inventive and creative genius, to American enterprise and initiative in this, John Bull's own island, a very few examples of which I have only been able to refer to here as what is coming to be known and approved of as the "American Idea."—*American Exporter.*

A new plague protective or rat poison has been discovered in British India. It is called "ratin," and consists of a pasty substance inoculated with a bacillus. A rat which takes enough to cover a pin's head will not only die, but will infect every other rat with which it comes in contact. Five villages in India have been selected in which to make the test.

REVIEW OF RECENT TRADE PUBLICATIONS

Annual catalogue of the Galusha Stove Company, Rochester, N. Y., showing Norman Stoves and Ranges, is a high grade work, consistent with the usual advertising policy of this company. Excellent half-tone silhouetted cuts are used, the book is printed in two colors throughout, and consists of forty-eight pages, size 7 by 10½. Reproduction of cover is shown in this department.



"Old English Gray Ware" is the high-grade name given to an ordinarily commonplace line of goods by The Republic Stamping and Enameling Company, Canton, Ohio. The cover of the catalogue, which we reproduce herewith, is suggestive of high-grade products, and the illustrations contained therein are life-like reproductions of this ware in tea and coffee pots, kettles, pans, strainers, pails, plates, cups, ladles, etc. Sizes, list prices, capacity in quarts, number of dozen to the case and weight thereof are given. Forty-eight pages, size 5¼ by 7½ inches, on buff tinted coated book paper, printed in one color throughout.

A seventy-two page catalogue from the Hendee Wire Brush Company, contains illustrations, descriptions and prices on all brushes of their manufacture. The Hendee Company are not, as their name would indicate, makers of wire brushes alone, as their catalogue shows that they manufacture bristle, hair and fibre brushes as well, in every conceivable style and pattern. They are thoroughly equipped to make on short notice brushes of every description and of any kind of material. Catalogue is 5¼ by 7½ inches, printed in one color throughout. The Hendee Company have authorized HARDWARE to state that they court a closer acquaintance with all Hardware jobbers in the country, and that they are always pleased to send a catalogue upon request to anyone in the Hardware trade.

"The Art of Mop Wringing," a twenty page catalogue issued by the White Mop Wringing Company, Fultonville, N. Y., is nicely printed on coated paper, in two colors, and exceptionally fine half-tone cuts are used, showing White mop wringers in all sizes as well as the individual parts thereof. Prices are also contained. Size 5½ by 8¼ inches. One of the pages from this



catalogue is reproduced in this department. The same border is used throughout the book, and is printed in a light tone, balance of page black.

Catalogue for 1907, issued by the National Cutlery Company,

Westmorland and Boudinot Streets, Philadelphia, Pa., is received. Illustrations and prices on their full line of scissors, shears, sniffs, etc., are given. A copy of the new list prices on scissors and shears recently adopted at a meeting of the American Shear Manufacturers is also enclosed. Size, 6 by 9 inches, seventy-six pages, cover in two colors and embossed.

"Tools and Their Uses," illustration of which is given, is issued by the American Fork and Hoe Company, Cleveland, Ohio. This is gotten up for distribution to gardeners and farmers and



also through regular retail Hardware dealers as a part of the company's "Selling Helps" campaign instituted for 1907. While illustrations of many of the company's manufactures are given on full-page plates containing several pictures to the plate, no prices are given. This is not a regular catalogue in any sense of the word, but simply a treatise on the different kinds of garden tools and an aid in selecting the particular tool best adapted



to the kind of work it is desired to do. Illustrated with half tones made direct from photographs taken in the garden and farm. Very interesting, and a good advertisement. Forty-eight pages, size 6 by 9 inches. Cover in two colors.

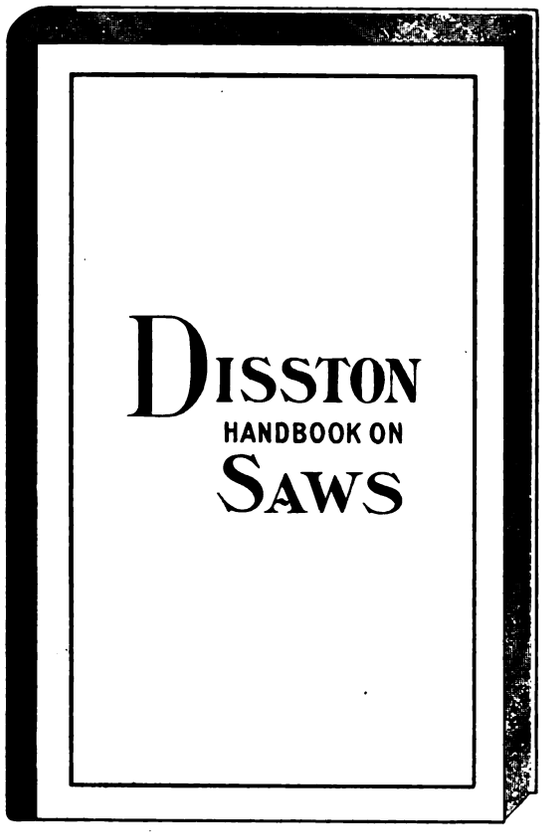
L. S. Starrett Company, Athol, Mass., writes us that they think they have issued a pretty good catalogue, and we agree with them. It is a book which anyone would enjoy handling and turning over the pages for the clean character of printing, illustration and typographical style. It was sent out to the Hardware trade on September 1st. It contains 232 pages descriptive of all that is latest and best in fine mechanical tools, with over 300 illustrations. Many new and unique tools are shown. A number of improvements in the design of the Starrett tools are noticed, and several more pages of useful tables are given than in the previous edition of their catalogue. The arrangement has been carefully revised and each tool indexed by both name and number. An edition of this catalogue is also printed with prices sterling. Catalogue number 18, size 5¼ by 7½ inches, printed in one color throughout. See illustration of cover in this department.



An eight-page circular issued by the American Post Company, Bloomfield, Ind., sets forth an argument in favor of their galvanized tubular metal fence posts and galvanized lawn gates. Illustrations and prices are contained. Cover is printed in three colors, and is very attractive. Size folded 3½ by 6¼ inches.

Disston's Hand Book on Saws, published by Henry Disston & Sons, Inc., Philadelphia, a copy of which we have received, is now ready for distribution. It is a reprint of a former edition which met with quite a demand, and received many compliments from dealers and saw users. The new edition has been completely revised and made still more interesting and instructive by the addition of articles on the making of Disston steel, saws, tools and files, giving the progressive steps in their manufac-

ture. Numerous illustrations made direct from photographs taken in the Disston factories are contained. A treatise on the care and use of saws, hints to sawyers and sawmill men, and page after page of all-around, useful information on saws, files, etc., are given. To one who is mechanically inclined this book is as interesting as a Jesse James novel is to a small boy. Our imagination cannot conceive anything more complete and at the same time more practical for the manufacturers who use it. We



advise everyone who either uses or sells saws of any description to get a copy of this book. It consists of 208 pages, size 6 by 9 inches, is printed in one color throughout, and sewed for flat opening. Reproduction of cover is shown in this department. The only criticism HARDWARE has to offer is that either a better quality of paper should have been used upon which to print the half-tone reproductions of the factory scenes, or else that the latter had been made with a square outline, as by that means the ragged edge of the cuts, which resulted from neglect in press work, would have been avoided.

Catalogue Number 10, issued by the Hawkeye Pump Company, Washington, Iowa, consists of sixteen pages descriptive of Hawkeye pumps; rural mail boxes; storage, stock, dipping and square end tanks; garbage cans, stock waterers, barn door holders, etc. List prices are given. Size 4¾ by 6¾ inches.

Genuine Bangor Plate Company, Easton, Pa., have sent us a well-written and attractively printed pamphlet 3½ by 6 inches, twelve pages, entitled "True Cost of Things." Its purport is to convince the reader that the genuine Bangor slate roof is the most economical he can buy, and that by the same course of reasoning which impels him to put in his house but one foundation and one set of walls during its lifetime, he should put on a roof which should also last as long as the house, instead of going to the expense of occasional reshingling. A circular is also enclosed containing reproductions from newspapers showing disastrous fires and loss of life resulting from the use of ordinary wooden shingling. Another book they issue, entitled "Slate and its Uses," is a practical book on roofs for householders.

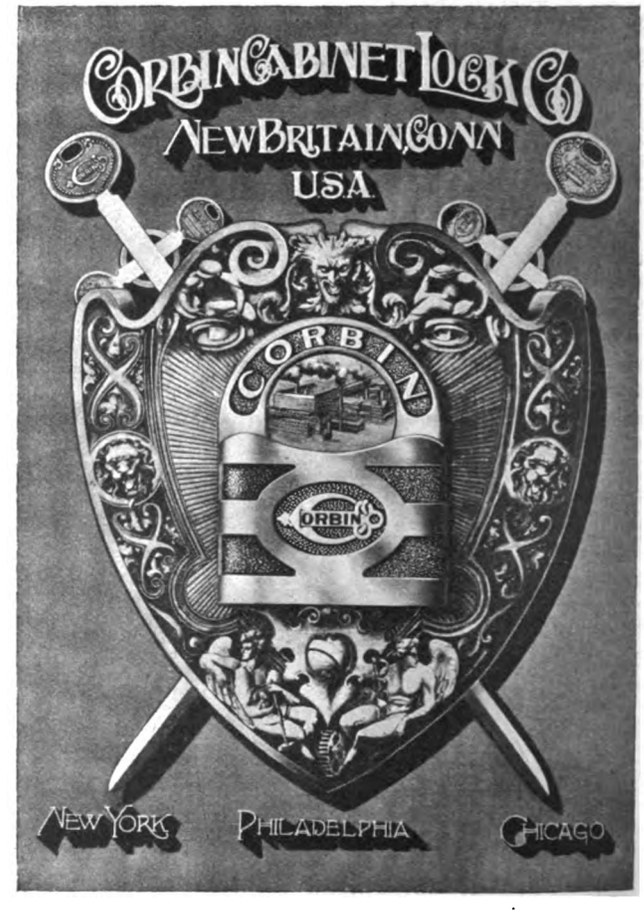
THE GOLD MEDAL SHOW CARD OF THE YEAR

This is the day of perfected mechanical processes by means of which perfect reproductions of the artists' masterpieces are brought into every home, and the beautiful and classic walk hand in hand with and become a necessary part of the practical and useful.

The standard of advertising literature has been raised very high, and it certainly takes a giant of excellence to loom high enough above the others to stand out prominently. Such a piece of advertising, however, is the show card recently issued by the Corbin Cabinet Lock Company, New Britain, Conn., reproduction of which is shown herewith.

This cut gives but a vague idea of the beauties of the original, which is 11 by 15 inches, printed in four colors, and highly embossed so as to give the realistic appearance of the metal shield, keys and padlock. The shield and keys are in silver, the padlock gold, the lettering pure white, and the background dark green. As a dignified, beautiful and effective piece of letterpress printing and embossing this is surely entitled to the gold medal. There is not the slightest suggestion of cheapness or gaudiness about this card; to the contrary, it suggests nothing but high quality and substantial construction of the goods it advertises. It will no doubt go far towards creating a demand for the Corbin product in all stores where it is exhibited.

A fine piece of printing, such as this show card, should support the warning of the printer-man to make your advertising represent you, which has been shouted at manufacturers and retailers as long as type has been set and drawings have been made. There are many business firms whose substantial reputation has no doubt been an excuse for them to use the commonest and cheapest printing and advertising matter, but it is a conspicuous fact that the reverse of this does not work out.



Poor goods and unreliable methods cannot be long sustained by putting on a big front of fine printing and advertising, and it is therefore only fair to presume that the superior printing heralds the superior article. Especially is this true when the firm

FILES RASPS



Our policy of using the finest steel, tempered and cut according to the best methods known in modern practice has been the paramount factor in building the

Largest File Business in the World

NICHOLSON FILE COMPANY PROVIDENCE, R.I. U.S.A.

assumes the prominence among the industries as does the Corbin Lock Company, and we extend to them our congratulations upon their judgment, which prompts them to make the quality of their advertising represent the quality of their manufactures.

The card referred to above is issued to call particular attention to a recent addition to the family of Corbin Cabinet Locks, consisting of a complete line of high-grade bronze padlocks in ten sizes, from ¾ inch to 3½ inches. The entire card design signifies defense.

The Corbin company inform us that they wish to place this show card in every Hardware store in the country, and express the hope that jobbers will send for them in quantities sufficient to distribute among their own trade. A simple request from any hardwareman in any part of the country, or the world, for that matter, will be answered by forwarding one of the cards.

THE ABORIGINAL INDIANS' INTRODUCTION TO MODERN FARMING IMPLEMENTS

Some interesting tales of the first introduction of farming implements of the improved sort among the Indians of Oklahoma and Indian Territory, when their reservations were first invaded with the instructions to follow the pursuits of field industrialism instead of answering the call of hunting grounds, where roamed the untamed, are told by a pioneer of that section recently returned for a visit to Pittsburgh.

Some industrious agent of Uncle Sam's well-regulated department of the interior, some years ago, conceived the idea that the Indians were awaiting the smell of the freshly turned furrow to lead them into the paths of rural endeavors and, therefore, recommended the shipment of several hundred plows into the heart of the fire water infested district.

When the bright and shining examples of Moline's industrial output were deposited on the platform near the water tank, the aforementioned agent, commissioned by your Uncle Samuel, brought several of the chiefs from the reservation and introduced them to their new charges. The brilliancy of the sight affected "poor Lo," and he salaamed with prodigality of politeness far from usual. To him they had the appearance of joy forever.

Mr. Agent explained the workings of the new animal, who slept always and presented such sleek, hard flesh, and then left the owners to disport themselves in the happiness of new found fields of muscular endeavor.

The chiefs called a council together and after guttural mutterings mingled with puffs from bowls well filled with the filthy weed, socres of braves accumulated from one to six plows apiece.

A small stream which ran through the reservation had long been a source of annoyance to the Indians, who were too lazy to use a bridge up stream a mile or more and thus some choice tenting lots across from the main village were the inhabitants of nothing but a few prairie dogs and numerous species or weeds.

When the government agent arrived in the village a few days later, expecting to see acres of freshly turned sod being rapidly converted into a truck gardener's paradise, he saw only the usual peaceful atmosphere prevailing.

Coming in sight of the stream, he discovered a line of pack-laden squaws crossing and recrossing the little river.

The bridge on which their toes were pointing in which sluggardly regularity, was fashioned in a rude way from some two or three hundred bright hued and glinting plows broken beyond all hope of redemption. Thus had the greatest good come to the greatest number.

This would not do. The Indian was to be trained in the art of agriculturism, but it was evident that the slow stages of progress from barbarism must be bridged. Therefore a hoe was presented to each brave. The use was explained and the recipient of the beautiful device for creating the backache was expected to forthwith assume the role of the "Man with the Hoe."

He assumed the role in each and every case, but how like the comedian did he take the part. Following the example of one of the more original of the tribe each and everyone fashioned, with his primeval implements, a nice earth socket for the blade of his hoe. When the picture was complete nearly every tepee was graced by a smooth hard wood pole, which protruded from the ground at the door. At the top of this miniature flag pole were tied a number of scalps raked out of the family trunk (if the Indian has a trunk), and displayed for the occasion.

The agent gave up in disgust.—Pittsburgh, Pa., *Leader*.

IMPROVED CARPENTERS' TOOLS

STANLEY RULE & LEVEL CO

A TOOL THAT'S STAMPED STANLEY IS THE BEST OF ITS KIND

SOLD BY ALL HARDWARE DEALERS

NEW BRITAIN, CONN., U.S.A.

NEW PROCESS TO PROTECT IRON AND STEEL FROM RUST

Consul Albert Halstead, of Birmingham, reports that an option on the American rights to a patent process called "sheradizing," which it is asserted makes iron and steel rust proof and has been used successfully in England for a little time, has been sold to a firm in New York. He adds:

"It is claimed for this process that it coats iron and steel with zinc as well as or better than ordinary wet galvanizing, and that the iron and steel thus coated can be brilliantly polished. In the process zinc dust is placed in a cylinder which has been brought to a temperature of 400 to 500 degrees F.; that is, below the melting point of zinc. The articles it is desired to "sheradize" are put into the cylinder, which is then revolved. The zinc in this process is not actually melted, but forms an alloy through the surface of the articles absorbing the zinc, and then a coating covering the whole visible surface is deposited to any desirable thickness. Articles thus treated are said to have an even and adherent coating which wears excellently and does not strip, and that by the use of a line mop are easily polished. It had been found that the use of the wet galvanizing process upon articles on which threads are cut made it necessary afterwards to recut the threads. This, it is claimed, is obviated in the new process, thus avoiding both the additional work of recutting the threads and also making the threads themselves rust proof. Another advantage claimed is that because articles are not heated to a high temperature the temper of the steel is little affected, while its tensile strength and that of iron remains the same. The owners of the process assert that it will obviate the necessity of using brass in the manufacture of many articles that may rust, an important development in view of the high cost of brass. Aluminum and antimony can be substituted, it is said, for zinc, with success, while when copper and its alloys are subjected to this process their surface is so hardened as to even turn the edge of a steel tool."

AMERICAN PISTOL AND TRADE-MARK IMITATED

One of the leading dealers in firearms in Calcutta is handling a revolver that is a perfect imitation of a well-known American revolver and is sold for that weapon. The only difference in the appearance of the pistols is that the initials "S. & W." contained in the ring on the handle and the name on the side of the counterfeit are made so dim that they can not be made out. Thus the disguise is complete, and the rights of an American manufacturing company are being infringed and an inferior article is imposed on the public. The Calcutta firm sells this counterfeit, which is made in Spain, at 30 rupees, whereas the genuine American article is sold for 60 rupees, or $10 and $20, respectively.

If the American manufacturers have taken out patents in Spain and are laboring under the impression that their rights are being protected in that country, they are laboring under a delusion.

STRAWS THAT POINT THE WIND

Show me the store with tastefully dressed windows, always clean and brightly lighted, and I will show you a store that is aggressively managed, up-to-date, well stocked with seasonable goods, and run on a plan that is almost bound to make head.

Show me a store with slovenly windows, ill dressed, seldom changed, poorly lighted, and I will show you a store that is lazily managed, if managed at all, equipped with poor stocks, and pursuing methods that lead to failure and extinction.

Full appreciation of the value of the show window as a factor in the creation and promotion of trade has only been shown in later years; in fact, the show window has been brought to its present importance through the development of what we know as the department store.—T. S. FETTINGER, in *New Jersey Commerce and Finance.*

DEATHS IN THE TRADE

Edwin C. Pratt, a prominent citizen of Whitehall, N. Y., passed away on Saturday morning, August 10, after a prolonged illness, aged 57 years. Mr. Pratt embarked in the Hardware business with R. M. Witherbee, Whitehall, which position he held for fourteen years, severing his connection with the above house to go into the Hardware business for himself under the name of E. C. Pratt & Company. The business was successfully continued until January, 1905, when, on account of the ill-health of Mr. Pratt, it was sold to the present firm of Williard & Marshall. Mr. Pratt took an active interest in public affairs, and was extremely well known among the New York Oddfellowship fraternities, having served as Grand Patriarch of the State, the highest office that could be bestowed upon him.

L. F. Barr, a prominent Hardware merchant of Uniontown, Wash., met with a fatal accident on Saturday, August 10, death ensuing the following Wednesday. The case is extremely pathetic, as at the time Mr. Barr was on an errand of mercy, driving to Lewiston, Ida., to get medicine for his little daughter, who had been at the point of death for several days. His team became frightened and ran away just as he had started down a steep grade. In rounding one of the sharp turns he was thrown from the buggy and struck on his head among the rocks, remaining unconscious from that time until his death.

Charles Friend Fernald, for more than fifty years a traveling salesman for Hardware firms, died on Monday from apoplexy, after a week's illness at his home, No. 459 Waverly Avenue, Brooklyn. Mr. Fernald was born in Massachusetts sixty-nine years ago. He started as a salesman in Brooklyn for a Hardware firm when he was seventeen years old, and remained as such up to a week before his death. He leaves a wife and one son.

John Waters, for ten years an employe of Smith & Pearson, Hardware merchants, Auburn, N. Y., died in that city on Friday, August 23, after an illness of nine months' duration. His condition had puzzled the best medical skill, but was supposed to be due to a bad strain.

Wingate Morrell Buswell, an ex-Hardware dealer of Providence, R. I., died at Exeter, Me., on Thursday, August 15.

IT IS TO LAUGH

GOT RESULTS

Stockson—One day last week old man Gotrox bought a lot of those "Do it now" signs and hung 'em around the office.

Bond.—How did the staff take it?

Stockson—Almost unanimously. The cashier skipped with $30,000, the head bookkeeper eloped with the private secretary, three clerks asked for an increase of salary, and the office boy lit out to become a highwayman and got as far west as Pittsburgh before he was caught and disarmed.—*Judge.*

BRAVE MAN

"My wife's got the prettiest kimono you ever saw."

"If my wife was to git one o' those fancy breed lap dogs I'd divorce her."

It is estimated that $5,000,000 are spent each Summer by American tourists in Canada. Kingston is almost daily visited by hundreds of American excursionists, adding a considerable sum each season to the income of the merchants, hotels, steamboats, and railroads of this district.

NEWS OF THE DEALERS

NEW STORES, INCORPORATIONS, Etc.

Eureka, Mont.—Mrs. E. A. Zook has engaged in the Hardware business.

Fort Morgan, Colo.—The Cletworthy Hardware Company has been incorporated with a capital stock of $40,000.

Fort Worth, Tex.—Fort Worth Heavy Hardware Company; capital stock, $25,000. Incorporators: A. J. Roe, William Capps, George Mulkey, George W. Whyte and G. H. Calvin.

Freeport, Ill.—Henry Luedeking and Joseph Genant are purchasing stock with the intention of opening a first-class Hardware store in this city.

Hallettsville, Tex.—The Hallettsville Hardware Company has been incorporated with a capital stock of $25,000.

Jackson, Tenn.—A $50,000 corporation, the McGee-Ross Hardware Company, has been organized here with W. B. McGee and Hugh Ross as the moving spirits in the enterprise. They are going to do wholesale as well as retail business.

Lexington, Ky.—Brock & Beard Company, Hardware dealers, have incorporated with a capital of $15,000.

Lincoln, Neb.—Harry B. Cozard has engaged in the Hardware business.

Lynchburg, Va.—The Bailey-Spencer Hardware Company are incorporated. J. W. Bailey, president; W. S. Bell, secretary and treasurer; J. Y. Spencer, J. W. Lupton—all of Lynchburg. Capital: Maximum, $50,000; minimum, $30,000.

Newport, Wash.—Reid Hardware Company have incorporated for $10,000; E. E. Reid and ... E. Reid.

New York, N. Y.—Charles Ramsey Company, Borough of the Bronx; Hardware; capital, $60,000. Directors: Charles Ramsey, 461 East 140th Street; Charles H. Bush, 442 East 134th Street, New York, and Edward D. Amour, 1577 Pacific Street, Brooklyn.

Norwalk, Ohio.—The W. B. Kirk Company; capital, $25,000. Incorporators: W. B. Kirk, M. E. Skinner, R. S. Rogers, F. A. Rogers and J. J. Ames.

Ontario, Ore.—The C. A. Martin Company has incorporated, and will handle Hardware.

Portland, Ore.—The Ross Company, Hardware and plumbers' supplies, has been incorporated.

Rocky Comfort, Mo.—The Patterson Hardware Company has been inocrporated with a capital stock of $10,000.

Salem, Ore.—The C. A. Martin Hardware Company. Incorporators, C. A. Martin, William Butlet and W. S. Lawrence; capital, $25,000; main office, Ontario, Ore.

Spokane, Wash.—The Jenson-King-Byrd Company, wholesale and retail Hardware dealers, have increased their capital stock from $150,000 to $250,000.

St. Louis, Mo.—The Patton & McGinnis Hardware Company has been incorporated by Newton R. Patton and others.

Winnemucca, Nev.—C. B. Brown & Company have incorporated their Hardware business as the Winnemucca Mercantile Company.

CHANGES AND IMPROVEMENTS

Alexandria, S. D.—J. H. Jelly has engaged in the Hardware business.

Arcadia, Ia.—Herman Bruggeman has purchased the Hardware business of Ed. Rebker.

Arion, Ia.—W. H. Bonebrake & Son have sold their Hardware and implement business to Strawn & Wilkens.

Aurora, Minn.—The Aurora Hardware Company has moved its stock into new quarters made especially for it.

Ayr, Neb.—M. Uerling has purchased the Hardware store of C. L. Radley.

Barnston, Neb.—Burket & Dean have purchased the Hardware business of J. S. Fryer & Company.

Beagle, Kans.—Joseph Barnett has purchased the business of the Beagle Hardware Company.

Bowling Green, Ky.—The C. S. Allen stock of Hardware has been sold to W. L. Constance and G. S. Hollingsworth, and the purchasers have already taken charge of the stock. The style of the firm will be Constance and Hollingsworth.

Bradford, Pa.—The firm of Emery & Company has been reorganized. A former partner died and Mr. C. M. Lutrell has been admitted as a partner. Mr. Lutrell, who has had much experience in business, will hereafter have charge of the active part of the business. The company will now be known as the Emery Hardware Company. The Hon. Lew Emery, former State Senator, is the senior partner in the firm.

Bradley, S. D.—J. S. Colgate has purchased the Hardware store of L. S. Todd.

Brookenridge, Mo.—T. B. Shannon has purchased the Hardware business of Parrish & Company.

Carbondale, Kans.—C. H. Landis has purchased the Hardware and implement business of Walter Little.

Central City, Neb.—Finley Dye has sold his interest in the Hardware store of Ross, Dye & Cowgill to the other two members of the firm. Mr. Dye will remove to Julesburg, Colo., and will go into the Hardware business there.

Central City, Neb.—Ross & Cowgill have succeeded to the Hardware business of Ross, Nye & Cowgill.

Columbia Falls, Mont.—Hutchinson Bros. have discontinued their Hardware business.

Concord, Neb.—Oscar Oak & Son have sold out their Hardware and general merchandise stock.

Corning, N. Y.—The Hardware firm of Edgar W. and Charles Dimick of 52 Bridge Street has been dissolved, and E. W. Dimick will continue the business.

Cream, Minn.—Hydorm & Benson have opened a new stock of Hardware and implements.

Creighton, Neb.—I. H. Twining has sold his Hardware business to C. J. Allison.

Dannesborg, Neb.—James Peterson has opened a new stock of Hardware.

East Las Vegas, N. M.—A. J. Venz has sold out his stock of Hardware, etc., to the H. O. Brown Trading Company.

Farmington, Minn.—Charles Miller has purchased the business of the Irving Hardware Company.

Fern Hill, Wash.—H. A. Wilhelm has sold out his Hardware business to S. D. Adams.

Forest Green, Mo.—John Hoerch has admitted a partner in his Hardware and implement business, and the firm is now Hoerch & Heiman.

Friend, Neb.—O'Laughlin & Johnson have succeeded O'Laughlin & Wilson in the Hardware business.

Fulton, Mo.—John W. Cook has succeeded to the Hardware store of Rood & Cook.

George, Ia.—E. C. Fie has sold out his Hardware business to J. C. Rudolph.

Guthrie, Okla.—A. A. Leer has purchased the Hardware business of J. W. Liter.

Homer, Neb.—J. E. Munger has succeeded to the entire business of the Homer Hardware Co.

Jersey City, N. J.—The John S. Menagh Company have further enlarged their store by acquiring a site next door to their place of business, and will build sample rooms and enlarged office accommodations therein.

King City, Mo.—J. T. Ireland & Company have sold out their Hardware business to Johnson, Ogle & Co.

Laporte, Ind.—The Weber Hardware Company has reduced its capital stock from $30,000 to $10,000.

Larned, Kans.—E. Row has succeeded to the Hardware business of Boyd & Row.

Little Rock, Ark.—The contract for the erection of the Rose-Lyon Hardware Company's new warehouse was awarded on August 22. The building will be of brick, one story high, and the facing is to be of pressed brick. It will be erected on Scott

Street, between Second and Markham, and will be provided with a commodious platform extending to the company's spur track.

Malvern, Ia.—G. C. Boston has purchased the Hardware business of Mrs. Margaret White.

Manchester, Tenn.—Willis & McCrea have succeeded to the Hardware business of Willis & Mowry.

Modale, Ia.—Cy Myers has sold his Hardware business to R. Gregory.

Niagara Falls, N. Y.—The Hardware business carried on under the name of the Adams Hardware Company has dissolved partnership, William C. Taylor retiring from the firm. Mr. Taylor's interest has been purchased by J. W. Adams and firm name will remain the same.

North Bend, Ore.—E. C. Ward has succeeded Pettinger & Ward in the Hardware business.

Oklahoma City, Okla.—W. C. Wright has contracted to sell out his Hardware business.

Orient, Ia.—Shreves & Son have sold their Hardware store to Elmer Smith.

Palmyra, Pa.—Alvin Gingrich, for many years traveling salesman for Prizer-Painter Stove Company, has purchased a Hardware store at Palmyra.

Phillips, S. D.—Ira Miller has purchased the business of the Phillips Hardware Company.

Pontiac, Mich.—City Treasurer E. H. Fay and C. G. Freeman, a prominent produce dealer, have purchased the Hardware business of Beattie & MacCallum, who retire because of Beattie's ill-health.

Red Cloud, Neb.—J. O. Butler has sold his Hardware and harness stock to R. E. Counce and Charles Bailey of Hayes Center, Neb. The Hardware stock will be closed out and the harness shipped to Hayes Center.

Rocky Comfort, Mo.—Duncan & Ford have decided to discontinue their Hardware and harness store.

Rosalia, Wash.—D. F. Anderson & Sons have been succeeded in the Hardware business by Anderson & Son.

Shreveport, La.—Ex-State Treasurer Ledoux E. Smith has purchased an interest in the business of the Brewer Hardware Company.

Slater, Mo.—Charles D. Steele has purchased the interest of George Nauorth in the Hardware and implement firm of Nauorth & Gilliam.

Toronto, Kans.—Joseph Readicker has purchased the Hardware business of W. H. Means.

Western, Neb.—J. E. Nickel has purchased the Hardware business of A. D. Seybold.

Wilcox, Neb.—E. H. Ziebarth has succeeded to the entire Hardware business of Hart & Ziebarth.

Wilson Creek, Wash.—Maltbie & Friel, Hardware merchants, are erecting new warehouses.

Wood Lake, Minn.—W. O. Dillingham has succeeded to the business of Dillingham & Winter.

AMONG THE MANUFACTURERS

NEW INCORPORATIONS, Etc.

Baltimore, Md.—Hutchinson Bros. Company, organized to manufacture and sell stoves and heating apparatus. Capital stock, $50,000. Incorporators, C. Fred. Hutchinson, Thomas Mahool, Henry Huber, Henry Justi and Conrad Thomas.

Chicago, Ill.—Articles of incorporation have been filed by the Western Manufacturing Company, to manufacture machinery, tools and implements, with a capital of $10,000.

Columbus, Ohio.—The Calkins Stove Manufacturing Company is looking for a site of three and one-third acres upon which to erect a large stove factory. The company has just recently incorporated with a capital stock of $100,000.

Delphos, Ohio.—Hartwell Bros. are having a new factory building erected, which will be used for the manufacture of axe and shovel handles.

Detroit, Mich.—The Stone Bros. Company has been chartered with a capital of $20,000, to manufacture and deal in Hardware and plumbers' supplies.

Erie, Pa.—Erie City Manufacturing Company, saw handles, etc.; capital, $40,000. Incorporators: O. H. Wheeler, L. L. Ferguson, C. L. Baker, Erie; C. M. Hutchinson and S. C. Long, Gerard.

Hartford, Conn.—The Globe Screw Company has filed a certificate of incorporation. The authorized capital stock is $5,000. The incorporators are Robert G. Henry, William G. Allen and Daniel M. Wright, all of this city. Mr. Henry is the president and Mr. Wright, secretary and treasurer of the Henry & Wright Manufacturing Company.

Hartford, Conn.—The plant of the W. S. Jones Manufacturing Company, located on East Main Street, including the buildings, machinery and good will, has been sold to A. F. Corbin and A. E. French, of New Britain, Conn. The new concern will continue the manufacture of drill tools and contemplates adding novelties to the line. It is the intention to increase the output materially.

Jersey City, N. J.—The Keilly Heater & Evaporator Company, capital, $100,000, to manufacture and erect water heaters, evaporators, condensers, etc.

Kittery, Me.—Ball Tool Co., tools, machinery, etc.; capital, $5,000. President, H. Mitchell, Kittery; treasurer, S. J. Morrison, Portsmouth.

Newark, N. J.—American Wire Cloth Company, manufacture and sell wire, wire cloth and wire products; capital, $25,000. Incorporators: J. Campbell, Jr., Newark; H. Miller, Belleville; E. G. Grifford, Newark.

New Britain, Conn.—A certificate of incorporation has been filed by the Corbin-Church Company. The company will manufacture and deal in machinery, Hardware and other articles. The authorized capital is $25,000, and the company will begin business with $10,000 capital. The incorporators are A. F. Corbin, A. E. Church and George W. Corbin, all of New Britain.

New Britain, Conn.—The Stanley Works Company received authority to double its capitalization of $1,500,000. Permission was also granted to transmit electricity for power from its plant, on the banks of the Housatonic River, near Kent, by high tension cables to its plant in New Britain.

New York, N. Y.—Dixon Wrench Company, capital, $25,000. Directors—Jay J. Dixon, Curtis M. Shawkey, Roy Dixon, Warren, Penn.

New York, N. Y.—Fred K. Wells Company, manufacture stoves, ranges, etc.; capital, $10,000. Incorporators: Fred K. Wells, Hastings-on-Hudson, N. Y.; Will W. Barnes, East Orange, N. J.; George R. Harris, Yonkers, N. Y.

Peoria, Ill.—The incorporation papers for the Pekin Implement and Manufacturing Company have been received, and the company is now legally authorized to transact business. Men are engaged in fitting the premises up for working, and repairs for the implements are being made to supply the demand for them.

Portland, Me.—Waunkeag Buffing Machine Company, tools and implements of all kinds; capital, $75,000. President, E. P. Thompson, Boston; treasurer, P. E. Coyre, Brookline.

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NEW BRIGHTON, PA., U.S.A.
MANUFACTURE
A Full Line of Horse Nails
Send for Catalogue, Prices & Samples.

Top Snap
Center Hammer

Simplest "Take-Down" Gun Made



Perfect in Model and Construction

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MODEL 1900
Automatic and Non-Ejecting. 12 and 16 gauge, plain steel or twist barrel; 20 gauge, plain steel barrel.

MODEL 1905
Non-Ejecting, small frame, light weight. 28 gauge, 44 and 45 calibres, plain steel barrel.

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Fine Hand Cut STEEL LETTERS AND FIGURES
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KINGFISHER LINES

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We sell direct to jobbers only.

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E. J. MARTIN'S SONS
10 HILL ST.
Rockville, Conn.

Springfield, Ill.—Parlin & Orendorff Plow Company, of Canton, capital $100,000. The incorporators are: V. G. Orendorff, J. A. Street and L. C. Gillett.

Stamford, Conn.—The Yale & Towne Manufacturing Company, authority to increase its capital stock to $5,000,000. It was previously $2,000,000. Builders' Hardware.

St. Louis, Mo.—Manchester Hardware Company; capital stock, $5,000, fully paid. Incorporators—Stephen W. J. God frey, 400 shares; Patrick Godfrey and Thomas Lawless, 10 shares each. To manufacture and deal in Hardware.

Syracuse, Ind.—The Advance Radiator Company, a concern to manufacture radiators, boilers and do a general foundry and machine shop business, capitalized at $60,000, has been organized at Syracuse. Lewis A. Neff, Silas J. Ketring, E. E. Strieby, Charles B. Bently, Timothy Holland and B. I. Holland, directors.

Warsaw, Ohio.—The Warsaw Wire Fence Company has been incorporated with a capital of $25,000.

CHANGES AND IMPROVEMENTS

Albany, N. Y.—The firm of W. H. Sample & Sons has filed a certificate to hereafter do business as the Albany Cutlery Company for the manufacture of the finest grades of cutlery. Their business has outgrown their present quarters, and the manufacturing branch will be transferred to the Decker Building, 31, 33 and 35 Franklin Street. The salesrooms will remain where they now are.

Cincinnati, Ohio.—The Kern Machine Tool Company has arranged for certain improvements in its plant which will increase its floor space by about 6,000 square feet.

Greystone, Conn.—The plant of the Greystone Manufacturing Company, makers of wire chains, keys, rings and Hardware specialties, has been sold at auction.

Phillipsdale, R. I.—The Washburn Wire Works has commenced the foundations for its five new buildings, to accommodate its Auburn plant when it is removed.

Providence, R. I.—The Rhode Island Tool Company, 148 West River Street, has awarded contracts for alterations and additions to its machine shop.

Rockford, Ill.—Contracts for additions to the factory plant of the Forest City Bit & Tool Company, manufacturer of wood boring bits, hollow mortising chisels and tools, has been let.

Syracuse, N. Y.—The Robinson Plow Works at Canandaigua after thirty years have been closed and the equipment has been bought up and removed to this city by the Syracuse Chilled Plow Company.

WM. BUCHANAN, PRESIDENT. W. C. BROWN, VICE PRESIDENT. J. A. BUCHANAN, SEC'Y & TREAS.

Bodcaw Lumber Company,

MANUFACTURERS OF

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DAILY CAPACITY 250,000 FEET.

STAMPS, ARK. Feb. 19th. 1906.

Walter A. Zelnicker Supply Co.,

St. Louis, Mo.

Gentlemen:-

Answering your letter of the 17th. instant:

We are well pleased with the white crayons which we recently bought from you.

Yours truly,

BODCAW LUMBER CO.,

By Blowers

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PATENTS EXPIRED AUGUST 19, 1907

434,436. STAPLE. D. E. Eckert, Indianapolis, Ind.
434,491. LOCK OR LATCH BOLT. H. G. Voight, New Britain, Conn.
434,534. DOOR CHECK. S. J. Vance, Mound City, Mo.
434,543. DOOR KNOB. W. F. Greene, Troy, N. Y.
434,563. COMBINED LATCH AND LOCK. J. M. Moody and S. B. Moody, Harwich, Mass.
434,595. PRUNING IMPLEMENT. C. Hamann, Reinbeck, Prussia.
434,676. CAN OPENER. R. W. Newton, Providence, R. I.
434,699. WASHING MACHINE. T. Clarke, Wolfville, Nova Scotia, Can

PATENTS ISSUED AUGUST 20, 1907

863,576. LAWN MOWING MACHINE. J. H. Auble, Cincinnati, Ohio.
863,595. DOOR HANGER. C. Dipple, Jr., Brooklyn, N. Y.
863,610. DOOR CHECK. J. G. Keith, Brooklyn, N. Y.
863,624. WRENCH FOR VEHICLE NUTS. F. T. Musso, Bowman, Cal.
863,632. GARDEN RAKE ATTACHMENT. P. Peterson, Fairmont, Minn.
863,748 CLOTHES WRINGER. G. A. Paddock, Beaver Dam, Wis.
863,797. SASH BALANCE AND LOCK. U. H. Hill, Fort Worth, Tex.
863,806. TIRE TIGHTENER. H. L. Rutledge, Lamar, La.
863,819. VISE. E. C. Williams, Boston, Mass.

PATENTS EXPIRED AUGUST 26, 1907

434,912. WRENCH. H. Bornstein, Boston, Mass.
434,940. ICE CREAM FREEZER. J. G. Moomy, Erie, Pa.
434,989. LOCK. K. J. F. Lundquist, Chicago, Ill.
435,006. RANGE. E. W. Anthony, Brookline, Mass.
435,031. FLOOR JACK. H. E. Britton, Stoughton, Mass.
435,082. SIGNAL ATTACHMENT FOR LANTERNS. G. C. Westervelt, Marseilles, Ill.
435,092. WASHING MACHINE. R. L. Gore, Carlisle, Ky.
435,109. DOOR OPENER. C. H. Woodcock, Worcester, Mass.
435,113. CHURN. W. H. Day, Morgan, Tex.

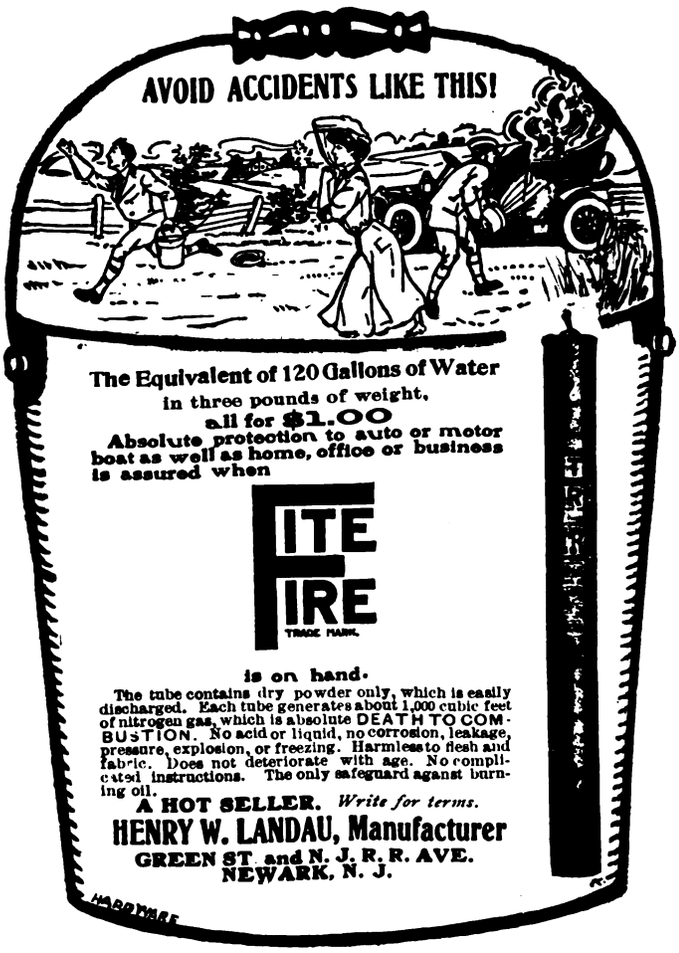
PATENTS ISSUED AUGUST 27, 1907

864,153. COMBINATION TOOL. H. W. Boltz, Lebanon, Pa.
864,155. WRENCH. L. D. Carter, Los Angeles, Cal.
864,264. MACHINE FOR PEELING VEGETABLES. H. Robinson, Brooklyn, N. Y.
864,266. EDGE LAWN TRIMMER. B. A. Sahlmann and L. S. Caple, Boise, Idaho.
864,394. COMBINATION PADLOCK. N. Tobias, Kingston, Jamaica.
864,397. WRINGER. H. T. White, Mount Orab, Ohio.
864,414. LANTERN GUARD. E. C. Everett, New York, N. Y.
864,575. CLOTHES DRIER. E. A. Thornton, Omaha, Neb.

BIG BICYCLE FIGURES

At the midsummer meeting of the American manufacturers of bicycles and bicycle parts, an estimate of their gross domestic sales of these products this year was made which indicated that the various firms represented had done a combined business well beyond $12,000,000 and nearly reaching the $13,000,000 mark. Taking into account the increase in bicycle export sales which has been recently announced, it will be seen that there is tangible proof for the claim made at the beginning of the season, that the extraordinary figures of last year would be exceeded by the sales of this Summer. While outsiders were inclined to accept the prophecy with the proverbial grain of salt, it must be acknowledged that the optimistic attitude of the manufacturers at the Atlantic City meeting must have been based on a highly satisfactory condition of the bicycle trade. With the makers busier than they have been in years, and the jobbers clamoring for wheels this late in the season, conditions point forward to a still greater year in 1908.

The annual outing of the St. Louis Hardware and Stove Dealers' Association, was held at Forest Park Highlands Wednesday, August 21. It was largely attended, in spite of the threatening weather.



The Equivalent of 120 Gallons of Water in three pounds of weight, all for $1.00

Absolute protection to auto or motor boat as well as home, office or business is assured when

FITE FIRE TRADE MARK.

is on hand.

The tube contains dry powder only, which is easily discharged. Each tube generates about 1,000 cubic feet of nitrogen gas, which is absolute DEATH TO COMBUSTION. No acid or liquid, no corrosion, leakage, pressure, explosion, or freezing. Harmless to flesh and fabric. Does not deteriorate with age. No complicated instructions. The only safeguard against burning oil.

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WHAT IT MEANS TO THE HARDWARE DEALER



No. 200 Roll Top

NO POSTING OF BOOKS
NO DEAD ACCOUNTS
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NO COLLECTIONS TO TROUBLE YOU

The Huber Account Register assures all of the above. It has frequently been described as the GREATEST DEVELOPMENT FOR THE BENEFIT OF THE MODERN RETAIL MERCHANT.

Our system is adaptable to every line of business where charge sales are made.

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Tackle Blocks for every purpose. 65 years' experience.
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WHITE DAISY
The Most Perfect Rubber Type of Washer Ever Produced

Double Ball Bearing Throughout, Corrugated Tub, Hinged Cover, Adjustable Drip Board, and Fully Guaranteed.

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Federal Bench Shear

Strong, compact and well made. Cuts sheets or bars to 3-16 in. thickness. Stands 8 in. high. Weighs 30 lbs. Send for circular.

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The only oil can that will not leak nor waste oil—that can be carried in pocket like a fountain pen —3½x⅜"
Brass, Nickel Plated. The best seller on the market.

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All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.
Machinists' and pipe fitters' empty Tool Chests.
Agents for Steel Tool Chests.
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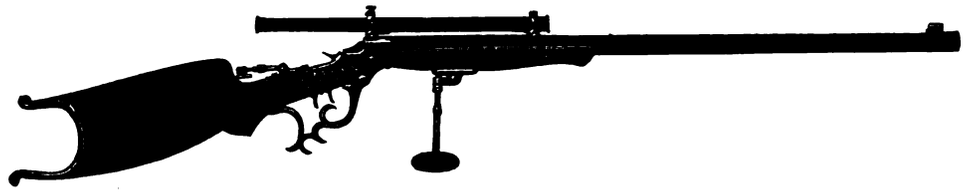
NEW GOODS AND SPECIALTIES

STEVENS-POPE RIFLES

During the past few months Stevens and Stevens-Pope Rifles and Stevens Telescopes have won an extraordinary number of leading prizes in competitive shoots. First honors at 1907 Annual Indoor Tournament of .22 Caliber Rifle League of the United States, first honors at National Bundesfest (Charleston, S. C., May, 1907); first honors at Zettler Rifle Club (New York City) Tournament, first honors at Southern New England Tournament, first honors at South Australian Championship (Tanunda, South Australia), were in each case secured by the Stevens. Stevens Telescopes were used in many of the important tournaments referred to and materially assisted in raising records and improving scores.

Such impressive performances as Stevens Arms are invariably capable of, prove beyond the shadow of a doubt that they are in a class by themselves when it comes to accuracy.

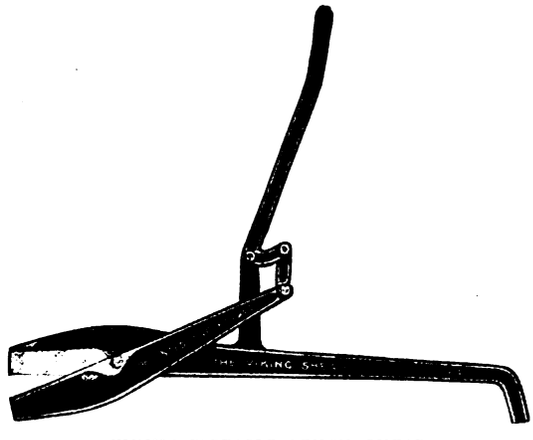
The extensive output of Stevens Rifles, Shotguns, Pistols, Firearm Accessories, etc., is listed at popular prices and being widely advertised, is a brand of firearms the public takes much interest in.



STEVENS-POPE RIFLE FITTED WITH A STEVENS TELESCOPE

VIKING PORTABLE BENCH SHEAR

The Viking Shear Co., 13-15 West Twelfth Street, Erie, Pa., have recently introduced to the trade a new portable bench shear, with compound leverage, illustrated herewith. The material from which the body is made is of malleable iron. In the construction of the blades the best brands of steel are used, being tempered by a special process at a uniform temperature, thereby insuring the quality of all the blades and having them all of equal hardness. The blades are 5½ inches long, are ¼ inch thick, and are adjustable and removable. The bolts used are milled from Bessemer steel and screw into the body. Each bolt has a lock washer, so it cannot loosen or tighten with the pivotal motion of the levers. These shears will cut with ease 3-16 inch common iron, 12 gauge Bessemer steel and ¼ inch brass, any width; also band saws any thickness or width. One pound pressure on the end of the handle is equal to twenty-two pounds on the center of the blades.



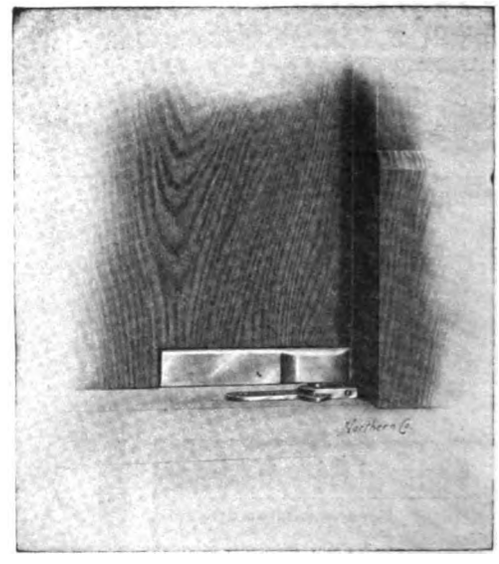
VIKING PORTABLE BENCH SHEAR

"CHAMPION" DOUBLE-ACTING SPRING DOOR HINGE

The Standard Mfg. Co., of Shelby, Ohio, are manufacturing the "Champion" Double-Acting Spring Door Hinge, illustrated herewith.

The hinge is secured to the lower corner of the door with a floor place secured to the floor. This hinge is detachable at the floor-plate so that the door can be taken off without removing the floor-plate from the floor.

In this floor-plate is also the adjustment for lining up the door to bring it in line with opposite jamb or door when in pairs. This is accomplished by loosening one of the headless screws shown on floor-plate and tightening the opposite one, which will bring the door to exact alignment without disturbing any screws that secure the floor-plate to the floor.



"CHAMPION" SPRING DOOR HINGE

The hinge is applied to the door, as shown in the illustration, it being only necessary to make a straight cut the depth of the hinge and a straight cut the length of the hinge, with the short extension at the end let in flush at the bottom of the door. The hinge is secured to the door by one long wood-screw near the heel. This screw has machine screw head threaded into top rib of hinge, and in putting hinge on, this wood screw is turned by using the hinge as a handle until the hinge comes up tight at that point. Two wood screws are used at the opposite end to firmly secure the hinge in place.

The tension of spring is adjusted to suit the swing of the door by tension nut shown at end of spring.

The finish-plate can be removed by taking out only one screw, the other end being secured by tongues which enter slots in that end of the finish-plate.

The weight of the door is carried on ball-bearings directly on

HAMILTON RIFLES



For Quick Sales and Quick Profits

We show herewith our **latest** and newest type

MODEL 27 PRICE $1.50

Exceedingly simple hammer action of few parts.

Automatic Ejector which releases shell when barrel is "broken down."

Length over all, 30 ins. **Barrel** 16 ins. long, having front knife sight, open **rear** adjustable sight, and chambered for R. **F. 22** caliber short and long cartridges.

The outer jacket of barrel and all working parts are of steel, having a **beautiful** blue-black gun finish, the stock and forearm being so designed as to give symmetry and **style** not usual in moderate priced rifles. **Tapered** barrel

Weight 2 1-2 lbs. Packed in cases of ten each, weight of case being 30 lbs.

The strongest and most accurate and durable moderate priced rifle ever offered.

Send for Circular describing Models **No. 22**, Bolt Action Type, $3.00; No. 19, Lever Action, $3.00; No. 15, Lever Action, $1.50

THE HAMILTON RIFLE CO.

Plymouth, Mich., U.S.A.

HARDWARE

THREE IN ONE



CLEANS AND POLISHES

PREVENTS RUST

LUBRICATES

Read the label on the bottle.
It tells its own story!

Give it a trial, it will speak louder than ever.

Sell it—it speaks the loudest then.

50 to 100 % PROFIT

on all sizes.

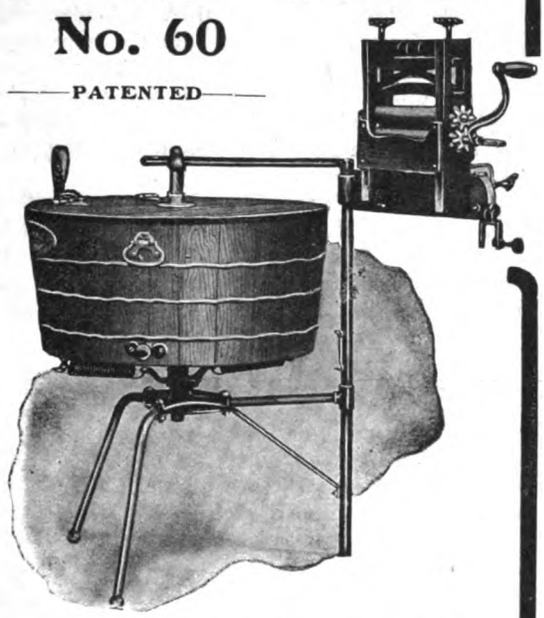
How many do you need?
Ask your Jobber for trial order.

G. W. COLE CO.
42 Broadway
NEW YORK

NEW HOME WASHER

No. 60

——PATENTED——



A Perfect Machine. Easy Running. **Large Capacity. Rapid.**

A wonder worker and labor saver on wash day. The price will interest *you*, Mr. Jobber.

THE STANDARD MFG. CO., Shelby, Ohio.

TWO POINTS about the CYCLONE EGG BEATER

cream whipper and mayonnaise mixer which the housekeeper will appreciate.

BEATS EGGS PERFECTLY IN 15 SECONDS

A SURE FOOT REST

(patented), preventing the beater from slipping around dish.

Other desirable features include fine bearings, long crank, sure grip and heavy construction.

DEALERS NOT to carry the CYCLONE is your loss. Send for list of specialties included in the "Browne Line from Kingston." They are all money makers for the Hardware man.

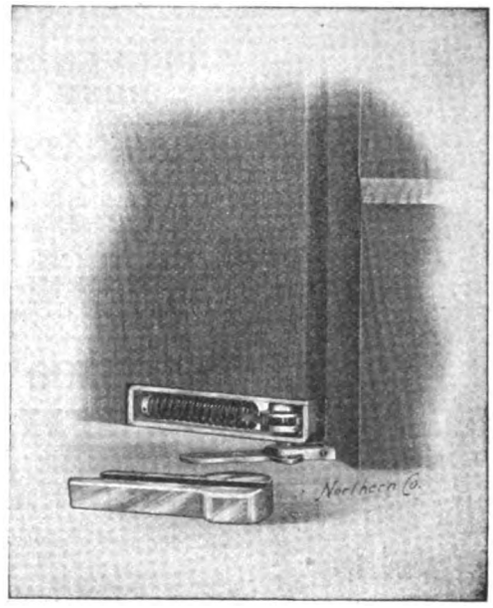
W. G. BROWNE MFG. CO., Kingston, N. Y.



HARDWARE

top of the pivot post, reducing friction to the minimum and allowing the door to swing freely and easily. This ball-bearing being located at the top of the post prevents any liability of water or grit getting into and destroying its smooth and easy operation.

The spring plunger which controls the swing of the door is guided by the inside of the spring. This spring acts as a cushion

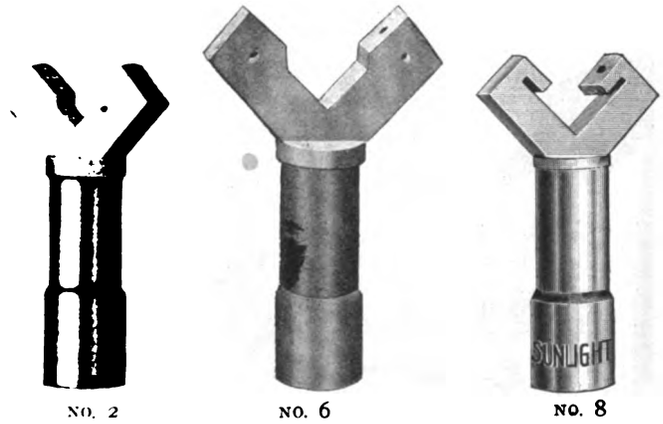


INTERIOR VIEW "CHAMPION" SPRING DOOR HINGE

against the side motion of the plunger at each swing of the door, eliminating to a large degree the clicking noise noticeable in some spring hinges.

"ALCO" AUTO BURNERS FOR ACETYLENE

The American Lava Company, Chattanooga, Tenn., manufacture the "Alco" burners for acetylene gas, three styles of which are mounted in highly polished nickel-plated pillars, of standard size and thread used throughout the burner and lamp manufacturing and other gas trades. The company claims that their products may be safely used in all parts of America, and that



NO. 2 NO. 6 NO. 8

"ALCO" ACETYLENE BURNERS

they are the only ones outside of the Trust of which this is true.

All three sizes of Alco burners illustrated are made in ¼, ½, ¾ and 1 foot per hour capacity. Cheaper burners of smaller capacity are also manufactured, also more expensive burners in de luxe pillars. These latter have bases turned from solid brass, highly polished, and are claimed to last forever. At the bottom and part of the base is a nut, thus allowing the use of a wrench in putting on or taking off, and avoiding mutilation from the use of pliers.

NATIONAL CONVENTION DATES

The National Hardware Association and the American Hardware Manufacturers' Association will hold their conventions on October 23-25, 1907, at the Marlborough-Blenheim Hotel, Atlantic City, N. J. A larger attendance is assured than has been the case in any preceding year, and the gathering is expected to be a thoroughly representative one. As a large number of reservations for hotel accommodations have already been made, those contemplating attending the convention should see to the matter of securing rooms at once. On application to T. James Fernley, secretary-treasurer of the National Hardware Association, 505 Commerce Street, Philadelphia, or F. D. Mitchell, secretary-treasurer of the American Hardware Manufacturers' Association, 309 Broadway, New York, a special card of rates granted by the hotel can be secured. The Cash Discount System is expected to be a special feature of discussion, although the programme has not as yet been made up, this being the joint work of the executive committees of the Associations. The question of contributions to catalogues will also probably be taken up by the manufacturers.

TWELFTH ANNUAL CONVENTION OF THE MINNESOTA R. H. A.

At the quarterly meeting of the Executive Board, Minnesota Retail Hardware Association, held September 3, 1907, it was found advisable to change the location of next convention to St. Paul, and in connection with the Hardware exposition, same will be held at Auditorium, St. Paul, February 25 to 28, 1908.

This auditorium is well adapted to convention purposes with exhibits, and it is believed that with its ample floor space all exhibitors can be provided with the needed room.

DISSOLUTION OF J. P. DANIELSON & CO.

The firm of J. P. Danielson & Co., Jamestown, N. Y., manufacturers of special machinery, tools and Hardware specialties, has been dissolved, the business being taken over as a going concern by the Crescent Tool Company incorporated for that purpose. The officers as well as the stockholders of the corporation were formerly associated with the co-partnership and are thoroughly competent and familiar with the business.

A new drop forging department has recently been added to the plant which, with the addition of special machinery and other extensions, will enable the corporation to properly take care of the increasing business.

Mr. Walter W. Birge, formerly connected with the St. Louis Shovel Company, has been elected secretary and sales manager for Fayette R. Plumb, Inc., of Philadelphia, Pa. Mr. Joseph H. Plumb assumes the duties of treasurer and assistant sales manager.

CHANGE OF FIRM NAME

The old firm of L. Emery Jr. & Co., Bradford, Pa., which has been doing business in Hardware and allied lines since 1876, has been reorganized in a sense and C. M. Luttrell has taken over the interest formerly held by W. R. Weaver, now deceased, and assumed the active management of the business. The firm will be known in the future as the Emery Hardware Co. It is proposed to materially enlarge the wholesale Hardware, crockery and general supply departments, and also add a complete line of sporting goods.

Don't be afraid of wearing out your store windows by washing them. It has been said that plate glass which has been cleaned on an average of once a week for over eighty years did not show any perceptible wear.

NIVERSAL HACK SAWS

are to the mechanic as reliable as his micrometer.

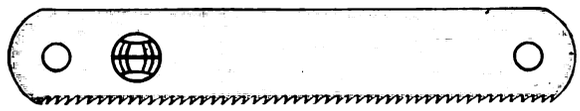
They are the standard by which the good and bad qualities of all other Hack Saws are measured.

Their use gives a sense of satisfaction because of their fine cutting qualities, and a sense of security because the user knows that Universal Blades need not be favored.

Your name and address on a postal will secure you samples and prices.

Give the samples to your customers to be severely tested.

The prices, you will discover, are no higher than asked for poor quality goods.



WEST HAVEN MFG. CO.
NEW HAVEN, CONN.



ATENTED

Ives Patent Window Stop Adjuster

PREVENTS DRAFTS, DUST AND WINDOW RATTLING

Made from one piece of metal with solid ribs and heavy bed that will not cup, turn or bend in tightening the screw. Send for free 50 page catalog of our WINDOW HARDWARE SPECIALTIES.

THE H. B. IVES CO.
New Haven, Conn.



The competent mechanic should have a

WILKINSON DRAW KNIFE

It folds into a compact space occupying but little room in the tool kit. Joints are closely fitted and do not loosen with use. Materials are A-1 in every respect.

THE HANDIEST AND MOST PRACTICAL TOOL MADE

All Hardware Dealers should carry the Wilkinson Draw Knife in stock.
Send for prices—THEY ARE RIGHT.

A. J. WILKINSON & CO.
180-88 Washington St., Boston, Mass.

STEVENS FIRE ARMS



Are Made Right—
Marketed Right
—Advertised Right

Ask Your Jobber
Send for New Catalog

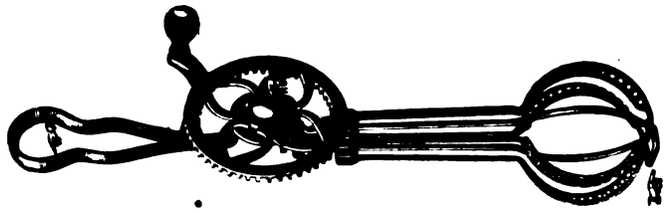
J. STEVENS ARMS & TOOL CO.
255 Main St., Chicopee Falls, Mass.

PROFIT MAKING LINES

THE BROWNE LINE FROM KINGSTON

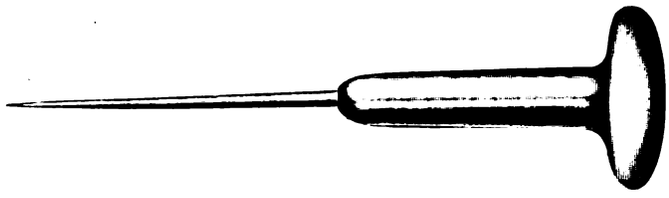
The W. G. Browne Mfg. Co., of Kingston, N. Y., are the manufacturers of a line of staple Hardware specialties which are in constant demand in every household in the land. This line represents the highest development in Egg Beaters, Ice Picks, Tack Hammers and Claws, Can Openers, Vegetable Mashers and Tape Lines to be found. Each and every one of these articles is subjected to the severest strain in the household, and the Browne company, realizing this fact, have seen fit to incorporate a superior quality into their wares, which meets the utmost demand of users and proves a good foundation for the dealer in establishing a permanent and healthful demand for specialties of this character.

The Cyclone Egg Beater, Mayonnaise Mixer and Cream Whipper is much more heavily constructed than the ordinary egg beater, and has fine bearings and carefully constructed gears, thus obviating the liability of any wear taking place which would throw the Beater out of commission by causing the gears to slip. It also has a patented foot-rest, which keeps the Beater from slipping around the dish—a common fault with egg beaters. But it is in the construction of the flanges that the Cyclone is especially superior. They are of the perforated offset pattern, and set up such an agitation that eggs are beaten perfectly in fifteen seconds, and other things in quarter of the time usually employed. A convenient hand-grip and long handle, giving great power, are features which complete this most useful device.



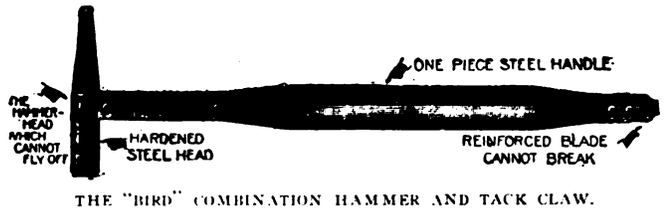
CYCLONE EGG BEATER.

The Browne Ice Pick line comprises several patterns, each of which is heavily constructed, having fine steel blades with long taper points, carefully turned handles and substantial ferrules. The No. 35 Ice Pick here illustrated has an exceedingly fine needle point, and can also be used as an awl, scratch awl or punch.



NO. 35 ICE PICK.

A new idea in Hammers and Tack Claws is "The Bird" Combination Hammer and Tack Claw. The handle is composed of one piece of steel, carefully hardened, which goes entirely around the head, and is riveted together. The hammer-head is set positively into this handle, and cannot fall off. At the reverse end is a reinforced steel blade, which cannot break, and which on account of the shape of the handle is very efficient in pulling out the largest tacks with the least effort. This combination tool is very light, strong, compact and highly finished. Other tools of this character contained in the Browne line are the Star Combination, Sterling Kant Break and Queen Tack Claws. Each has its own distinctive features, and represents the highest quality in this class of goods.

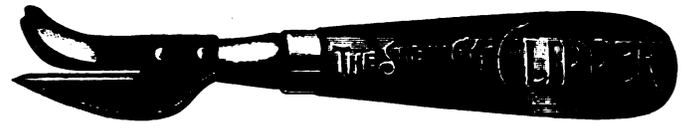


THE "BIRD" COMBINATION HAMMER AND TACK CLAW.

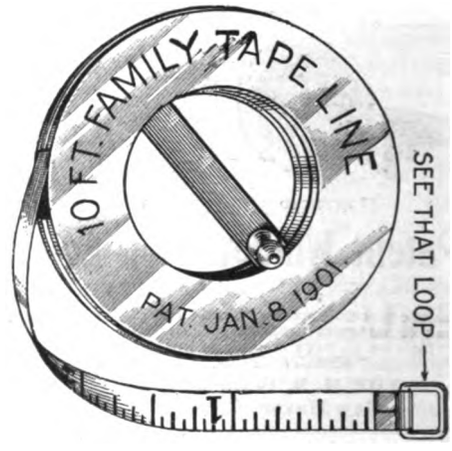


"NONE SUCH" CAN OPENER.

The None Such Can Opener is built along well-known and highly efficient lines. It is made of steel throughout, and has a powerful fulcrum cork-screw attached. The blades are tempered and drawn in oil. The tool is nickel-plated, and the handle is shaped to fit the hand. This is the highest development of the favorite pattern of can opener which has done such long and efficient service, and is familiar to every housekeeper. The Browne Co. are also manufacturers of other patterns of can openers somewhat similar to the None Such, but different in application and parts. One of these, and a leader with them is the Shear Cut Clipper Can Opener.



SHEAR CUT CLIPPER CAN OPENER.



NEVER STRETCH WATERPROOF TAPE LINE.

The Never Stretch Waterproof Tape Line is a real novelty, having tape made of waterproof material, which when wet will never swell, become inaccurate or refuse to re-wind into the case. The case is hollow in the centre, reducing weight, and allowing Tape Line to be hung on a nail. The large circumference allows tape to be quickly wound. The case is nickel-plated, highly finished, strong, light and compact.

Dealers who desire to handle goods of real merit along this line will do well to get into communication with the W. G. Browne Mfg. Co.



The PERFECT SAW JOINTER AND SKATE SHARPENER

The Only Practical Jointer

Uses any file, flat, triangular, or half round. Will "joint" or square any straight edge. A tool that no wide-awake carpenter or mechanic can afford to be without; saves time, labor, wear and tear on the hands and insures accuracy.

Used with a half-round file it is unsurpassed as a skate sharpener.

PIKE MANUFACTURING CO.
PIKE, N. H.

PARKER WIRE GOODS

PARKER General and Special designs in Wire "get there" with the fewest possible twists or crevices to harbor dirt. They are direct in purpose and substantially made—the most approved and useful patterns known.

PARKER Wire Goods will take good care of your trade. Let us send you catalog and prices.

PARKER WIRE GOODS COMPANY
1 Assonet St., Worcester, Mass., U. S. A.
New York Office, 107 Chambers St.

STILLSON TRADE MARK

The original and only

GENUINE STILLSON WRENCH



is drop forged from high-grade steel and is a marvel of strength.

Takes hold, and holds pipes, fittings, etc., without crushing them and lets go with praiseworthy promptness.

Puts the just-as-good kind in the shade always.

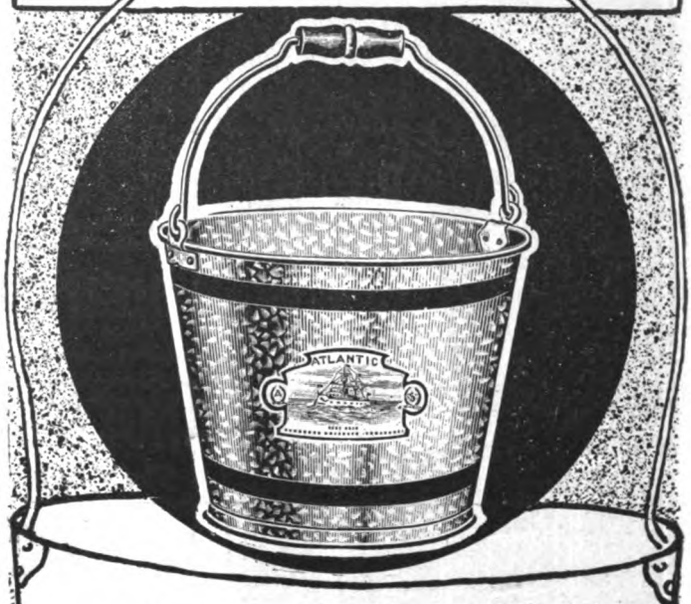
That's why thousands of mechanics cling to the Stillson.



WALWORTH MFG. CO.
128-36 FEDERAL ST.
BOSTON, MASS.

NEW YORK OFFICE
PARK ROW BUILDING

ATLANTIC



Galvanized Striped Ware

Here's the issue with you, Mr. Dealer:

ATLANTIC WARE or the other kind?

IS IT SALES YOU WANT?

ATLANTIC WARE will outlast the other kind three to one. Place them side by side in your store and prove this.

IS IT PROFIT?

Then let us correspond. We will convince you that ATLANTIC WARE is a sure foundation for both sales and profits.

It is beautiful ware, made exceedingly strong and durable by its method of manufacture. It is different from all other Galvanized Ware.

We also make ATLANTIC TINWARE in great variety.

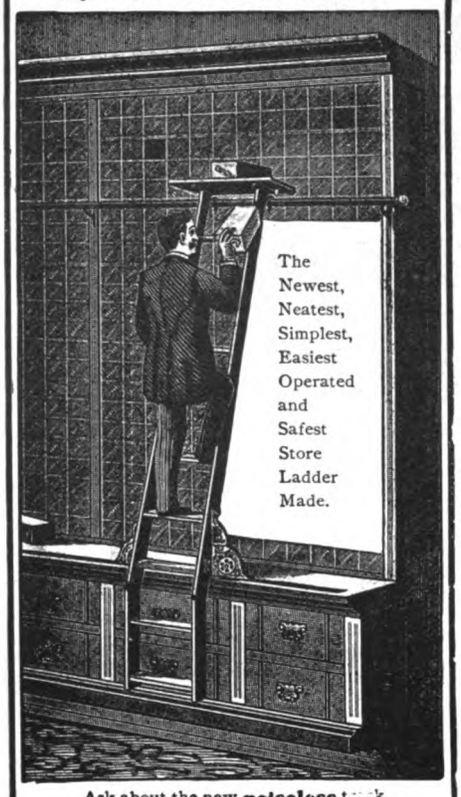
Send for our 94 page catalog, in colors.

ATLANTIC STAMPING CO.

185 Ames St. Rochester, N. Y.



The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new noiseless track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.

THE SCHWEROTLE STAMP CO.,
BRIDGEPORT, CONN.

WESTON
Electrolytic Voltmeter



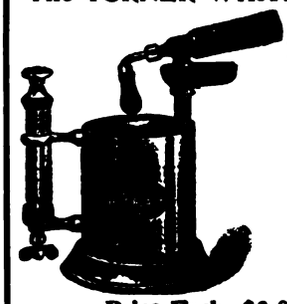
The accompanying cut illustrates a new model WESTON VOLTMETER expressly designed to meet the requirements of ELECTROPLATERS, ELECTROTYPERS and others engaged in the art of ELECTROMETALLURGY. It is accurate and thoroughly reliable. It is built in a thoroughly substantial manner; the workmanship is high grade. It is provided with a 15 point switch so that the difference of potential can be determined at any one of 15 tanks or all of them successively. It is *low priced* and *good*.

Special Bulletin describing the instrument and giving prices can be obtained upon application.

Weston Electrical Instrument Co.,
Waverly Park, NEWARK, N. J., U. S. A.

"HARDWARE" WILL KEEP YOU IN TOUCH

HOTTEST ON EARTH
The TURNER-WHITE, No. 22—



known as the "Imperial" Torch—has satisfied the most skeptical mechanic.

Tank seamless, 18 gauge, brass.

Guaranteed to please or money back.

Price Each, $3.00 Net
JOBBERS SELL AT FACTORY PRICE
THE TURNER BRASS WORKS
70 Park Ave., Sycamore, Ill.
CHICAGO, U. S. A.

BARTHEL KEROSENE TORCH



Single charge, 1 pint of kerosene. Flame 7 inches long from mouth of flame tube. Will melt ¼ inch copper rod in 1½ minutes. Gun metal flame tube. Positively the safest, best constructed and most economical torch made. COMBUSTION PERFECT.

Send for catalogs of Torches, Fire Pots and Stoves

BARTHEL BLOW LAMP CO.
OLD SOUTH BUILDING
BOSTON, MASS.



YOU CAN SELL KLENZOLA

The perfect cleanser and disolvent of dirt, grease, oil, paints or rust stains, etc. Absolutely harmless to the skin or most delicate fabric.

The Hardware Dealer is the most logical merchant to sell this article, as it appeals particularly to the mechanic, farmer and workman.

Write for free sample—give it a thorough test, then order a case of a dozen cans and see how fast they sell.

Write for Prices and Samples

THE KLENZOLA CO.
13 W. 12TH ST., ERIE, PA.



NECESSITY IS THE MOTHER OF INVENTION.

It became necessary to construct a machine for grinding Lawn-Mowers. We beg to call attention to the merits of

THE IDEAL LAWN-MOWER GRINDER

Grinds without taking the blades out. The Mower can be easily and quickly adjusted to the smallest fraction. Sharpens every blade keen and perfectly beveled in 15 to 20 minutes. Also grinds tools, skates, etc. Perfect satisfaction guaranteed. We solicit correspondence to fully demonstrate its merits.

The ROOT BROS. CO.
Plymouth, O.



HOT and COLD ROLLED STRIP STEEL

Unequalled for Uniform Ductility, Accuracy in Gauge and Width and Fine Finish.

WEST LEECHBURG STEEL CO., Pittsburg, Pa.

BUFFALO WIRE WORKS CO.
WIRE CLOTH
Artistic METAL WORK
WIRE GOODS
BUFFALO, N.Y.

25¢ Buys a Life Saving
DAVIS
SANITARY FOUNT

Clean, fresh water is LIFE to young chicks. Davis' founts insure a constant supply and chicks can't get drowned or wet in them, or tip them over. Only fount made that feeds water, grit, oyster shells, grain, etc.

Price 25c each, $2.70 per doz. Postage 15c each extra. No bottles or cans included, but any size old can or bottle can be used.

Ask your supply, hardware or feed dealer for them, or write for our catalogue of Up-to-date Necessities for Poultrymen, including poultry and pigeon leg bands, founts, roost brackets, metal nests, poultry punches, etc.



The Keyes-Davis Co.
(Limited)
Manufacturers
520 Hanover St.
Battle Creek, Mich.

MEHERJIBHAL M. Ratoora, Ahmedabab, (city,) India, already agent to English and American firms, solicits trade correspondence from respectable American manufacturers in various trade lines.

THE SCHWERDTLE STAMP CO.
MANUFACTURERS
NOTARY, LODGE AND CORPORATION SEALS
Send for Catalogue. BRIDGEPORT, CONN.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

MALE HELP WANTED

SALESMEN, Executive, Clerical, professional and Technical men, positions now open, all lines, all locations. Write us today for free list. Hapgoods, 305 Broadway, N. Y.

SALESMEN write the Dayton Label Co., Dayton, Ohio, for sample outfit and sell 2,000 Advertising Gummed Stickers for $1.00 to merchants "on the side;" 40 per cent. commission, and a square deal. State regular line.

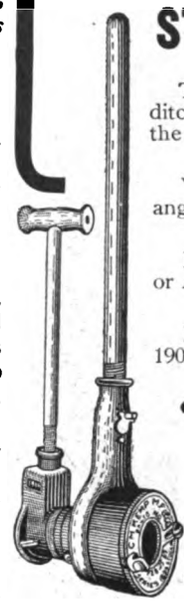
WANTED—Men for office and warehouse work. Young men with high school education and two years' or more experience in retail hardware. Address, Wholesale, Lock Drawer 773, Duluth, Minn.

WANTED—Young men who have had experience in Hardware stores, to travel. Salary and expenses. Address, stating all details,
HARDWARE PUBLISHING CO.,
415 Produce Exchange,
N. Y. City.

SALESMAN—To handle as side line, in every territory, a rapid selling machine tool. Big profits. Address A. Z., care of HARDWARE.

WANTED—Position as salesman or clerk, by young man having had seven years experience in the Hardware business. Address R. B. W., 305 Henry avenue, Sewickley, Pa.

For the Hard-to-Reach Places:
CLIMAX RATCHET STOCK



Threads pipe in the ditch, under the floor, in the corner, overhead, etc.

Works easily in any angle.

Made for either solid or Armstrong Dies.

Fully explained in our 1907 catalog of wonderful

Climax Plumbing Specialties

C. M. Kemp Mfg. Co.
405 E. Oliver St.
BALTIMORE, MD.
U. S. A.

2000 Gummed Stickers $1.00
Size 1¼x1½-4 Asst Colors
Dayton Label Co.
405 Arcade Building
Dayton, Ohio.



HEINISCH
TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.
BEST IN THE WORLD
R. HEINISCH'S SONS CO.
NEWARK, N. J., U. S. A.
New York Office and Salesroom, 155 Chambers St.



Pelouze Postal Scales

Invaluable to the Office, Store and Home. They tell instantly the exact cost of postage in cents on all classes of mail matter. Warranted accurate. Made in several sizes.

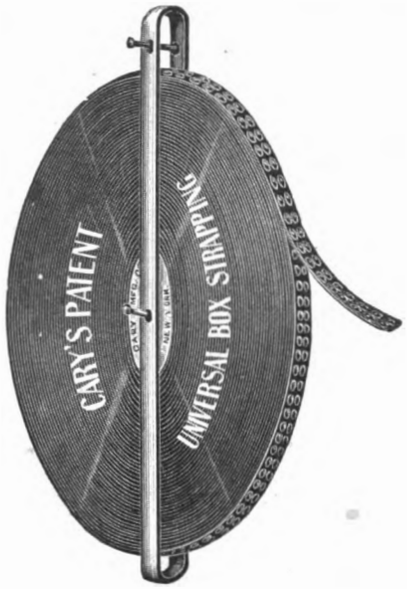
National	4 lbs.	$3.00	Mail and Express	16 lbs.	$5.00
Union	2½ lbs.	2.50	Commercial	12 lbs.	3.75
Columbian	2 lbs.	2.00	U. S.	4 lbs.	2.50
Star	1 lb.	1.50	Victor	1½ lbs.	2.00

Trade supplied through principal jobbers. For sale by Leading Dealers. Send for Catalog "P."
PELOUZE SCALE & MFG. CO., 118-130 West Jackson Boulevard, Chicago.
Manufacturers also of Pelouze Celebrated Family Scales.



GARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each. **Patent Metal Reel Frame** with each coil. Straps made in four widths: ½, ⅝, ¾ and 1 inch. Patented in all countries.

CARY MFG. CO.

19 and 21 Roosevelt Street New York

Cable Address: CARLEIO



Hand-power Elevators in stock in Chicago

(Both Corner-lift and Center-lift)

Such a stock insures *immediate delivery.*

Manufacturing in quantities means *satisfactory prices.*

Volume of business warrants *a large range in sizes.*

The Eaton & Prince Company's "35 years in service" assure *approved patterns* and *perfect construction.*

Illustrated plans, details, sizes and prices in Folder No. 56 will permit you to *intelligently* order on the spot—send for it to

EATON & PRINCE COMPANY

CHICAGO

In The Race

For supremacy between quality and price quality may look like a loser at the start but it always wins in the long run.

Snow Flake Axle Grease has had a "long run" — 20 years on the market. In all that time it has maintained its supremacy for quality, price and profit.

You would not want to sell a more all around satisfactory Axle Grease. Let your Jobber quote you.

Snow Flake Axle Grease Co.

Fitchburg, Mass.

Nothing in the World Loosens a STAR



To Our Readers and Advertisers

HARDWARE'S prospectus for 1907-08 is now in preparation. Be sure and receive a copy.

Looking ahead, we see many treats laid out for you in every one of our twenty-four issues during the coming year.

Send In Your Subscription NOW
Only $1.00 Per Year in the United States

HARDWARE has no rivals in the field of progressive Hardware trade journalism. Those who have watched us expand to our present high standard must admit this. Our paper is getting better all the time, too.

Join hands with the thousands who are encouraging our movement for better Hardware journalism. Send in your dollar, *and read the magazine.*

PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS, PERCUSSION—

Ely's E. B	52@55c
G. D	per M 34@35c
F. L	per M 40@42c
G. E	per M 48@50c
Musket	per M 62@68c

PRIMERS—

Berdan Primers $3.00 per M	20 & 5%
Primer Shells and Bullets	15&10%
All other Primers per M. $1.52 to $1.60.	

CARTRIDGES—

Blank Cartridges:	
22 C. F., $5.50	10&5%
38 C. F., $7.00	10&5%
22 cal., Rim, $1.50	10&5%
32 cal., Rim, $2.75	10&5%
B. B. Caps. Con. Ball, swgd	$1.90
B. B. Caps, Round Ball	$1.40
Cent. Fire	25%
Target and Sporting Rifle	15&5%
Primed Shells and Bullets	15&10%
Rim Fire Sporting	50%
Rim Fire Military	15&5%

SHELLS, EMPTY—

Brass Shells, Empty:	
Climax, 10 and 12 gauge	65&10%
Club, Rival, 65&5%; First quality	60&5%
Paper Shells, Empty:	
New Rapid, 10, 12, 16 and 20 gauge	75&10%
Climax, 10 and 12 gauge; Acme, 10, 12, 16 and 20 gauge; Ideal, 10, 12, 16 and 20 gauge; Leader grade	25&5%
Union, League, 12 and 12 gauge; Rival Grade	25%
New Climax, Defiance, 10, 12, 14, 16 and 20 gauge; Climax, 14, 16 and 20 gauge	2&5%
Challenge Monarch, 10, 12, 16 and 20 gauge; League, Union, 14, 16, and 20 Repeater Grade	20%
Expert, 10, 12, 16 and 20 gauge	33⅓&5%

SHELLS, LOADED—

Black Powder	40%
Smokeless Powder, medium grade	40&5%
Smokeless Powder, high grade	40&10&10

SHOT—

	25 lb bag
Drop, up to B	$1.90
Drop, B and larger	2.15
Buck	2.15
Chilled	2.15
Dust Shot	2.40

GUN WADS—₱ 1000—

B. E., 11 up	$ 60	15%
B. E., 9 and 10	70	
B. E., 8	80	
B. E., 7	80	
P. E., 11 up	1.00	
P. E., 9 and 10	1.25	
P. E., 8	1.50	
P. E., 7	1.50	
Ely's B. E., 11 and larger	$1.70@$175	
Ely's P. E., 12 to 20	$3.00@$3.25	

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net	$2.00
Burton's, ₱ doz. pair, Nos. 2 and 5	50c
Per doz. pair, No. 1	75c
Per doz. pair, No. 4	1.00
Kohler's:	₱ Gro.
Daisy, No. 4	Net. $4.80
Perfect, No. 2	Net. 6.00
Bolt Holder, No. 1	Net. 8.40

Anvils

Eagle Anvils, ₱ lb, net	8½c
Hay-Budden, Wrought	9½@9¾c
Peter Wright's	11@11½c
Trenton	9 1-2@9¾c
Columbian, all steel, ₱ lb, net	9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill)	$18.00, 15&10%

Augers and Auger Bits

Boring Machine Augers	70%
Com. Auger Bits	70&5@70&10%
Forstner Pat. Bits	25%
Ford Auger Bit Co:	
Auger Bits, Car Bits, Machine Bits	40@40&5%
C. E. Jennings & Co.:	
D'ble Spur pattern car, No. 30	40&7½%
Nobles Double Spur, No. 32	55%
No. 10, Extension Lip	25%
Car Bits, No. 10	25%
Car Bits, No. 30	40&7½%
Ring Augers	66⅔%
Jennings' Pattern	60&5%@60&10%
Snell's Auger and Car Bits:	
Extra	60&10%
No. 1	60&10&10%
Russell Jennings' Augers and Bits	25&10&2½%

HOLLOW AUGERS—

Ames	25&10%
Bonney's Adjustable	$6.50@7.00
Hibbard's Adjustable	Net prices
Millers Falls, Goodell	15&7½&10%
Universal, each $4.50	20%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat	25%
Clark's small, $18	50&10%
Clark's large, $26	60&10%

DOUBLE CUT GIMLET BITS—

Common, net	$3.00@$3.25
German Pattern, net	$4.75@5.75
Mayhew's Diamond ₱ doz. $1.25	40%
Snell's Bell Hangers	60%

TWIST DRILLS—

Bit Stock	60&10&10@70%
Taper and Straight Shank	60&10@60, 10&5%

SHIP AUGERS AND BITS—

Ford Auger Bit Co	33⅓&5%
L'Hommedieu's	6%
Snell's	40%
Watrous'	33⅓&7½%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
BRAD AWLS—	
Handled	$3.75@3.00
Unhdled, Shldered	63@66c
Unhandled, Patent	66@70c
PEG AWLS—	
Unhandled, Patent	31@34c
Unhandled, Shldered	65@70c
SCRATCH AWLS—	
Handled, Com	3.50@4.00
Handled, Sooket	11.50@12.00

Awl and Tool Sets

Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7	50%
Miller's Falls Adj. Tool Handles:	
Nos. 1, $12; 4, $12; 5, $18	20&10%

Axes

Single Bit, base weights:	
First Quality	$5.00
Second Quality	$4.50
Double Bit, base weights:	
First Quality	$7.50
Second Quality	6.75
HATCHETS—	
Regular list, first quality	40&7½@—
Second quality	50&10@—
Peck Edge Tool Co.:	
Hatchets, shingling, etc	50%
Broad and Bb'l	40&10%
Boy's Axes and Hatchets	50%

Axle Grease

Dixon's "Everlasting" Graphite:	
1 lb cans (36 in case)	15 ea.
2 " " " "	25 "
10 " firkins (6 in case)	$1.20 "
25 " "	2.75 "
50 " kegs	5.00 "
100 " "	9.00 "
200 " half bbls	8½lb
375-400 lb "	8½lb

	Net
Snow Flake:	
One-quart cans, ₱ doz	$ 2.00
Two-quart cans, ₱ doz	3.20
One-gallon cans, ₱ doz	6.00
Five-gallon cans, ₱ doz	24.00
Quarter bbls. (15 gals.), ₱ gal	.45
One-half bbls. ₱ gal	.40
Bbls., ₱ gal	35

Balances, Spring

Chatillon's:	
Light, class A	50@10&10%
Circular Balances, class C	50@50&10%
Ice Balances, class B	50@10&10%
Straight Balances, Class A1	40@40&10%
Class A2	40@40&10%
Class D. E. F	30%
Class G	20%

Balances, Sash

Caldwell's	50%
Pullman's	50&10@60%

Beef Shavers

Enterprise:	
Japanned, each, $3.00	25@30%
Tinned, each, $10.50	25@30%

Bells

HAND—

Hand Bells, polished brass	50@50&10%
Nickel Plated	40&10@50%
Pure bell metal	50&10%
Silver chime	25@30%
Swiss	50&10@50&10&5%
White metal	50@50&5%
DOOR—	
Trip, Gem	50&10%
Gong, Abbe's	40@40&10%
Gong, Yankee	40&10@50%
New Departure:	
Rotary	50@10%
Push	50%
COW—	
Common wrought	75&5%@75&10&5%
Kentucky	70@70&10%
Texas Star	50%
Western, Sargent's list	70@70&10%

Bellows

Blacksmiths'	60&10@65%
Hand	net prices
Moulders'	" "

Belting Rubber

Boston Belting Co:	
"Boston"	50%
"Imperial," seamless stitched	45%
Niagara	60%
New Jersey Car Spring & Rubber Co:	
Extra Para	40&10%
Reliable	50&10%
Staple	60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50	50%
Miller's Falls	15&10%

Binder Twine

	Per Pound
Sisal	9@9½c
Standard	9@9½c
Standard Manila	10¾@11c
Manila	12@12½c
Pure Manila	13¾@14c

Bit Holders.

Angular ₱ dozen $24.00	45&10%
Extension:	
Barber's, ₱ doz. $15.00	45@50%
Ives' ₱ doz. $20.00	60&10%

Blind Adjusters

Columbian	33⅓%
Domestic, ₱ doz. $3.00	33⅓%
Excelsior, ₱ doz. $10.00	50&10&2%
North's	10%
Upson's Patent	40%
Zimmerman's	50&10%

Blind Fastenings and Tenons

Security Gravity, ₱ gr	$9.00
Zimmerman's	50&10%

Blocks, Tackle

Common Wooden	75%
B. & L. B. Co.:	
Boston Wood Snatch, 50%; Eclipse Steel, 75%; Hollow Steel, 50&10%; Star Wire Rope, 50%; Tarbox Metal Snatch, 50%; Tarbox New Style Steel, 50&10%; Wire Rope Snatch, 50%	
Lane's Patent Automatic Lock and Junior	30%
See also Machines, Hoisting.	

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Japanned, Round Brass Knob:					
Inch	3	4	5	6	8
Per doz	.30	.35	.45	.60	.80
Cast Iron Spring Foot, Japanned:					
Inch	6	8	10		
Per doz	$1.20	1.50	2.25		
Cast Iron Chain, Flat, Japanned:					
Inch	6	8	10		
Per doz	$1.00	1.40	1.85		
Cast Iron Flat Shutter, Japanned, Brass Knobs:					
Inch	6	8	10		
Per doz	.75	.95	$1.25		
Wrought Barrel, Japanned	60@30&10%				
Barrel Bronzed	60&10%				
Spring	70&10@70&10&10				
Shutter	50&5@50&10&5%				
Square Neck	75@75&10%				
Square	70&10&10%				
Ives' Patent Door	55%				
Ives' Wrought Metal	45%				

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x8 and smaller	70&5%
Larger and longer	60&21-3%
Phila. Eagle, $3.00 list May 24, '99	30%
Bolt ends, list Feb. 14, '95	65@65&5%
Bolt ends, with C and T nuts	60%
Machine, ⅝x4 and smaller	70&7 1-2%
Machine, larger and longer	60&7 1-2%

TIRE—

American Screw Co:	
Bay State, plain, list Dec. 28, '99	30%
Bay State, fluted	75%
Eagle Phila	62½%
Norway, Phila	30%
Common	30%
Norway, Phila	30%
Portchester, Norway	30%
Phila	32½%

STOVE AND PLOW—

Plow	65&5%
Stove	35@35&5%

MISCELLANEOUS—

Sink	32 1-2%

Bone Mills

Enterprise	25@30%
Stearns	40%

Borers

Enterprise			25%
Each	$1.25,	$1.75,	$2.50
Nos.	1	2	3
C. E. Jennings & Co.:			
No. 6			30&10%
No. 10			25&10%
Common ring			20&10%

Boring Machines

	Upright.	Angular.
WITHOUT AUGERS—		
Jennings'		35&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat	$3.50,	$3.75
Ajax		40%
Phillips		$4.00 net

Box Scrapers

Bradley's	30%
Stanley's Adjustable	45%

Box Strapping

Cary Mfg. Co's., in case lots:	
"Universal"	20&10&10%
Standard Metal Strap Co's.:	
Reliance	30&10%

Braces

Barbers'	30&10&10@30&10%
Barbers' Ratchet	60@30&10%
Common Ball American	$1.50
C. E. Jennings & Co.:	
No. 108@114	50&5&10%
No. 208 @214	50&5&10%
Lancaster Mach. & Knife Works	50%
Fray's Gen. Spofford's	30%

Brackets

Griffin's Folding	70&10%
Griffin's Pressed Steel	75&75&10%
Bradley's Pat., full cases	80@80&10%
Bradley's, in broken cases	75&10@80%
Baine's Adjustable	25%

Bright Wire Goods

Steel Wire Goods	30&15%
Brass Wire Goods	30%
Brass Cup and Shoulder Hooks	30&15%

Bull Rings

	2	2½	3 inch
Steel	$0.70	0.75	0.80 doz
Copper	1.30	1.50	1.90 doz

Butchers' Cleavers

New List, Feb. 1, 1906:	
Foster Bros., flat heads	30%
Foster Bros., round heads	30%
Lancaster Mach. & Knife Works	33⅓40%
L. & I. J. White	30%
Plumb's	30%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star	15&10%
C. E. Jennings & Co.	25&7½%

Butter and Cheese Triers

Ordinary Black Handle	25%
Humason & Beckley's	40%

Butt and Rabbet Gauges

Stanley's	25&10%

Butts

BRASS—

Wrought Brass, New list	45@45&10%

CAST IRON—

Fast Joint, broad	40&10@30%
Fast Joint, narrow	40&10@30%
Loose Joint	70&10@75%
Loose Joint, Japanned	70&10@75%
Loose Joint, Jap. with Acorns	70&10@75%
Loose Pin	70&10@75%
Mayer's Hinges	70@70&5%
Parliament Butts	70@70&5%

WROUGHT STEEL—

	Discount.
Reversible and Broad	70&5%
Light reversible, Light Narrow	70&5%
Loose Joint, Narrow L'ht, Inside Blind, etc	70%
Back Flaps, Table Chest	65%

Can Openers

	₱ doz
Sprague, Iron Handle	30c@35c
Sprague Wood Handle	35@40c
Sardine Scissors	$1.75@3.00

Cartridges

See Ammunition.

Casters

Bed	65&10%
French or Philadelphia Iron wheel	70&10%
Plate	60&5%
Payson's Furniture	70&10&10%
Payson's Truck	70&10%
Standard, Ball Bearing	45%

Cattle Leaders

Small, doz. ..... 50c; large, 60c
Covert Mfg. Co.:
Cotton, 45%; Hemp, 45%; Jute, 35%; Sisal, 20%

Chain

American Coil, Straight Link:

Inch	₱ 100 Lbs.
3-16	$8.77
¼	6.17
5-16	5.02
⅜	4.57
7-16	4.27
½	4.27
9-16	4.22
⅝	4.17
¾	4.07
⅞	4.02
1 to 1¼	4.12

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain 40%

Chains

Galvanized Pump chain, ₱ lb	4½@4¾c
Iver. coil, list July 24, '97	60&10&10&10%
Ger. Halter chain, list July 24, '97	60&10&5%
Jack chain, Iron	60&10%
Jack chain, Brass	50&10%
Oneida Wire Dog chains	45@50&5%
Trace, Wagon and Fancy Chains:	
New list	60%
Bridgeport Trace chains	65%
Stake chains	65%
Heel chains	80%

COW TIES—

American	45@50%
Niagara	45&5@50&10&5%
Covert Mfg. Co.:	
Cotton	45%
Hemp	45%
Jute	35%
Sisal	20%

Chain Guards

Aluminum S. & N. Co 50%

Carpet Stretchers

Bullard ₱ doz	$4.00
Montross' "Excelsior" and Tack Hammer Combined, ₱ doz., $6.00	20%
Cast iron, Steel points, ₱ doz	60@60&10%
Sockets, ₱ doz	$1.60

Carpet Sweepers

Sterling Carpet Sweepers:

Model	A, Nickel trimmings		25.00
"	B, Japd.	"	21.00
"	" Nickel	"	23.00
	C. "	"	21.50
"	D, Japd.	"	19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise	25%@30%
Goodell's Family, net ₱ doz	$5.00
Rollman's, net, ₱ doz	6.00

Chisels

SOCKET FRAMING & FIRMER—

Standard Lists	70&10@75%
L. & I. J. White	30@30&5%
C. E. Jennings & Co., No. 70	25&10%
Jennings & Griffin Mfg. Co	60%

TANGED & MISCELLANEOUS—

W. & S. Butchers'	$4.75@$5.00 to £
C. E. Jennings & Co	25&10%
Jennings & Griffin Mfg. Co.:	
Tanged Chisels	25%
Tanged Gouges	25%
Tanged Firmers	30&5@35%
Tanged Gouges	33⅓%
L. & I. J. White	35&5%

COLD CHISELS—

Good quality, ₱ lb	13&15c
Snell's best C. S	40&5%
Cronk's	50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.24
Star Socket	4.05

Clippers

HORSE—
Chicago Flexible Shaft Co's.:

	Each.	
Lightning Belt Clipping Mach.	$15.00	30%
New '98, Chicago	8.75	
1908 Chicago	10.75	
Twentieth Century	5.00	

Coach Oil

Snow Flake.		
One-pint cans, ₱ doz.	$ 3.00	30&10%
One-quart cans, ₱ doz.	4.80	
One-gallon cans, ₱ doz.	15.00	
Five-gallon cans, ₱ doz.	66.00	

Cocks, Brass

Hardware List:
Plain Bibbs, Globe, Kerosene Racking, Liquor, Bottling, &c ..... 60&10@65%
Compression Bibbs ..... 65&10@60%

Coffee Mills

Box and Side	50&10%
Enterprise Mfg. Co	20@25%
Lane Bros. Co	30%

Compasses, Dividers, &c

Atnol Calipers and Dividers	40%
Compasses, Calipers, Dividers	70@70@75%

Coopers' Tools

L. & I. J. White	20@20&5
Sandusky Tool Co	20@20&10%

Corkscrews

Detroit Cork Screw Co	33⅓%
Humason & Beckley Mfg. Co	50&10%
Samson, ₱ doz	$10.00

Corn Knives and Cutters

Bradley's	net
Wadsworth's	60%

Countersinks

Mayhew's Diamond	40@45%
Smith's	25%
Snell's	40%
Wheeler's Patent	50%

Cow Ties

See Chains.

Crayons

Sargent's List	20%
Dixon's:	₱ Gro.
Eclipse ..... 7 in., $3.75; 9 in., $4.88	
Emerald	5.00
Oriole	5.00
Rainbow	3.12
Solid	7.50
Tailor, black, $6.88; ed and blue	9.00
Zelnicker's Lumber.	₱ gro.
White and Purple. Indelible	$7.50
Blue, Red. Green, Yellow and Terra Cotta, $6.50; Black	$4.00
Giant Lumber, 5¼ in. x 15-16 in. round, all colors, $16.25; Indelibles	$12.75
Genuine Soapstone. Metal Workers', 5 in. x ¼ in. Round, $3.50; 5 in. x ¼ in. Square, $1.75; 5 x ¼ x 3-16, $2.50; 5 x 1¼ x 3-16	$3.00

Curry Combs

Kohler's	40%
The Metal Stamping Co	40%
Southington Cutlery Co's	25&10%

Cutlery

Foster's Pocket	50%
Carriers' Pocket	50%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:	
Brass	40%
Embossed Gilt	30&10%
Leather	40%
Union Hd'wre Co., new list	50@50&10%

Door Checks

Bardsley's	45%
Columbia	50&10%
Eclipse	60&10%
Home	50&10%
Pullman Screen, ₱ gross net	$54.00

Door Holders

Empire	50%
Superior	33⅓%

Door Springs

Columbian Steel	20%
" Faultless	50%
Gem (Coil), list Oct. '95	20%
Pullman, Perfect	25%
Pullman Coil	25%
Star (Coil), list Oct. '95	20%
Torrey's Rod, 39 in., ₱ doz. net	$1.10
" 48 in., " " "	3.50
Victor, Coil	50&10&10%
Chicago Coil Springs	40&10%
Reliance Coil Springs	40&10%

Drain Cleaners

Iwan's Adjustable	50%
Iwan's Stationary	40%

Drawing Knives

Standard List	75&5@75&10%
Adjustable Handle	25@25&10%
Jennings & Griffin	70&10%
Watrous	16⅔%
L. & I. J. White	20&5@25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's	50&10%@60&10%
Blacksmiths'	$1.50@$1.75
Breast, Miller's Falls, each $8.00	15&10%
Hand, Goodell's	50&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00	33⅓%

TWIST DRILLS—
See Augers and Bits.

Drive Punches

Bemis & Call's:	
Hand forged, round	50%
Hand forged, oval	50%

Egg Beaters

	₱ Doz.	₱ Gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz.	$8.50 1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.80
No. 2, Tinned, hotel size	2.00	24.00

Emery Wheel Dressers.

Sterling	35%

Escutcheons

Wood	25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets

Petroleum	70&10@75%

SELF MEASURING—

Enterprise ₱ doz. $36.00	40&10%
Lane's	40&10%

Files

DOMESTIC—

New list, Nov. 1, 1899:	
American	75&10@75&10&10%
Arcade	75&10@75&10&10%
J. Barton Smith	75&10@75&10&10%
Delta	70%
Disston's	75%
Disston's Superfine	50%
Eagle	75&10@75&10&10%
Great Western	75&10@75&10&10%
Kearney & Foot	75&10@75&10&10%
McClellan	75&10@75&10&10%
Nicholson	70&10@75&5%
Nicholson's X. F. Files	40@40&10%
Royal	80@80&10%

IMPORTED—

Stub's	Stub's list, 33⅓@40%

Filters

Acorn	50%
Fulper's Natural Stone	$8.50@$13.50

Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list	60@60&10%
Kirby & Limerick, low list (50c. base)	10%

Fishing Tackle

	₱ Doz
Bishop's:	
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:	
Great American	60&20%

Freezers, Ice Cream

Qts.	1	2	3	4	6
Each..	$1.25	$1.60	$1.90	$2.20	$2.80

Fruit, Wine & Jelly Presses

Enterprise	20@25%

Fry Pans

Common Lipped:

Nos.	1	2	3	4	5
₱ doz.	.75	.80	.90	1.10	1.30

Kitchen Specialty Co.:	Net ₱ Gro.
Size AA	$5.50
" A	7.80
" B	8.40
" C	9.00

Gauges

Disston's Mortise	67½%
Marking Mortise, etc	50&10&10%
Stanley's	35%
Wire, Morses	25%
Wire, P. S. & W.	33⅓%

Gimlets

SINGLE CUT—

Numbered Assortments, ₱ Gro.	
Nail, Metal	No. 1, $2.00; 2, $2.[illegible]
Spike Metal	No. 1, $4.00; 2, $4.80
Nail, Wood Handled	No. 1, $2.30; 2, $2.[illegible]
Spike, Wood Handled	No. 1, $4.80; 2, $4.60

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid	25&25&10%
Mystic	40%
Martins	40

Glue Pots

See Hollow Ware.

Graphite, Lubricating

Dixon's Pure Flake:

633— 1 lb. cans	20c. ea
633— 5 lb. screw top tin cans	85c. ea
634— 10 lb. screw top tin cans	$1.60 ea
644— 25 lb. boxes	15c. lb
645— 50 lb. boxes	14½c. lb
646—100 lb. kegs	14c. lb
647—250 lb. barrels	13c. lb

Grass Shears

Cronk's:	Net ₱ doz
Long Handle, with roller	$9.00

Grindstone Fixtures

Cronk's	50%
P. S. & W.	25%
Stowells Extra Heavy	40&10%
Stowells Light	50%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz	$6.50

Halters

Covert Mfg. Co.:	
Jute Rope Halters	35%
Sisal Rope	20%
Web Halters	30&5%

Hammers

HANDLED HAMMERS—

Henry Cheney Hammer Co.:	
Adze Eye	40&10&10%
Blacksmiths' Hand	50&10%
Machinists'	60&10%
Tinners' Hand	60&10%
Magnetic tack, Nos. 1, 2, 3, $1.25	$1.50
$1.75	50%
Maydole's	33⅓&5@40&10%
Sargent's new list	40%
Fayette R. Plumb:	
Plumb, A. E. Nail	40&5%
Engineers and B. S. Hand	50&10&5%
Quaker City Hammers	40&10%
Riveting and Tinners'	40&7½%

HEAVY HAMMERS & SLEDGES—

Under 3 lb 50c lb	30&5%
3 to 5 lb 40c lb	30&5%
Over 5 lb 30c lb	30&10&5%
Wilkinson's Smiths	9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:	
Jute	35%
Sisal	20%

Handles

WOOD—

Auger, assorted, ₱ gro	$1.75
Auger, large, ₱ gro	1.35
Auger, Ives' Pat., No. 1	60&10%
No. 2 to 8	40%
Axe, Pick, etc	40&10%@40&10&5%
Bliss Mfg. Co.:	
Chisel	25@30%
Brad Awl	
File	
Auger	
Soldering Iron	
Brad Awl, ₱ gro	$1.65@$1.75
Chisel, Worcester, leather capped, ₱ doz. net	$2.50
File, assorted, ₱ gro	$1.30@$1.40
Firmer, Chisel, Apple, assorted, ₱ gro.	$3.60@$4.50
Hammer, Hatchet	60&10%
Hoe, Rake and Fork	60@65&5%
Rollis Hdw. Co. Hafts, $9.00	40&10%
"Simplicity" File Hdls, ₱ gro	$ .85@$1.20
Saw and Plane	40&10@45%
Shovel and Spade, Wood D Handle	40%
Shovel & Spade, Long H'ndles	40@45&5%

CROSS-CUT SAW HANDLES—

Atkins	40%
Champion	35%
Disston's	60%

Hangers, Barn Door

Old Pattern ..... 60&10%
New England ..... 66⅔@70%
Chicago Spring Butt Co.:
Friction 25%
Oscillating 25%
Big Twin 25%
Lane's:
Covered ..... 60&5%
Standard ..... 60&10%
Special, No. 25 ..... $5.50
" " 30 ..... 4.25
" " 40 ..... 5.00
" " 50 ..... 6.25
Hinge Hangers 6.08
Track for Hinge Hangers, 1 in 3.50
" " " " 1¼ in 4.25
O. N. T. Tr., 1 in 3.12½
Cronk's:
Loose Axle, Steel Cord 60%
Roller Bearing 70%
Hinge, ₱ doz. net $6.00
No. 50 Light Door Hanger $3.60
No. 60 Can't Jump " $4.00
Rail for Hinge Hangers 4c
" Common or O. N. T. 3c
" Cronk Dbl. Brand 3½c
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr. ..... 60&10%
Myers' Stay-on 60%
Wilcox's New Century ..... 50&10&10%

Hangers, Garment

Pullman's ..... ₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard ..... net $3.15
Ball Bearing ..... " 4.10
No. 105 ..... " 2.85
New Model ..... " 2.80
New Champion ..... " 2.25
Patent Automatic Junior 80%

Hangers, Timber and Joist

Lane Bros. Co ..... 33⅓&5%

Hardware Shelving

OAK CABINETS—

J. D. Warren Mfg. Co.:
No. B 488, 40 drawers, no partitions, run. ft., $3.50; net each $30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.38; net each 36.47
No. 1656, 84 drawers, no partitions, run. ft., $6.52; net each 54.28
OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each 22.92
NAIL BIN BASES—
No. 1782, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each 30.68

Hasps and Staples

Cronk's 50%
McKinney's "Perfect" 60%
Wrought ..... 87 1-2@87 1-2&10%
Wrought, Stanley 80%
Wrought, Griffin 80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track .. $7.00
Myers Unloader, wood track 7.00
Comb. Car, Double steel T 7.00
Comb. Car, wood track 7.00
Rev. Car, Double steel track 7.00
Rev. Car, wood track 7.00
Myers Unloader, cable 7.00
Myers Unloader, single rail 7.00
Sure Grip Sling Car, steel or wood track 12.00
Dbl. Rail steel track, complete, ₱ ft. ..... —
Single Rail steel track, complete, ₱ ft ..... .20
D. H. Fork steel, regular, each 1.60
Nellis Fork, each 3.00
Double Grapple Fork, each 7.00
Sprouts, Shear Fork, each 1.50
Walker Fork, each 2.50
Common 6 in. wood sheave pulley, Fig. 482, ₱ doz. 3.20
Faultless steel frame K. P. pulley, Fig. 425, ₱ doz. 4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz. 3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz. 4.80
Reed Wood Frame pulley with hook, Fig. 424, ₱ doz. 4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz. 3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz. 4.50
Hanging Hooks for double steel track, ₱ doz. 1.40
Hanging Hooks for single steel track, ₱ doz. 1.40
Hanging Hooks for wood track, 10 in., ₱ doz. 1.00
16 in., ₱ doz. 1.20
Floor Hooks, ⅝ in., ₱ doz. 1.40
Malleable Rafter brackets, ₱ doz. .... .70
Wrought Rafter brackets, ₱ doz. .... .70
Rope Hitch, ₱ doz. 3.20

Discount on above 45%

Hay and Straw Knives

Auburn Hay, com. and spear point .. 40&10%
Iwan's Hay, sickle edge, ₱ doz., net .. $9.50
Iwan's Hay, imp. serrated, ₱ doz., net. 10.00
Kohler's Hay, sickle edge, ₱ doz., net. 9.50
Auburn Straw ..... 40&10%
Weymouth, pat., ₱ doz., net $6.00
Wadsworth's ..... 40&10%

Hedge Trimmers

Wadsworth's:
No. 1 ..... 10%
No. 2 ..... 10%

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap { 6 to 12 in., ₱ lb. .... 3½c; 14 to 20 in., ₱ lb. .... 3¼c; 22 to 36 in., ₱ lb. .... 3¼c }

STRAP AND T HINGES &c.

(New Prices.)

List December 20, 1904:
Light Strap Hinges ..... 50&10%
Heavy Strap Hinges ..... 60&5%
Light T Hinges 50%
Heavy T Hinges 40%
Extra Heavy T Hinges ..... 50&10%
Hinge Hasps ..... 33⅓&5%
Corrugated Heavy Strap ..... 60&5%
Corrugated Ex. Heavy T ..... 50&10
} Extra 10 & 7½

SPRING HINGES—

Bommer Brothers:
Bommer Spring Hinges 40%
Bommer B. B. Floor Hinges 40%
Bardsley's Patent Checking 33⅓%
Chicago Spring Butt Co.:
Chicago Spring Hinges 25%
Triple End Spring Hinges 50%
Chicago Ball Bearing Floor Hinge 50%
Garden City Fire Engine House Hinge .. 25%
Keene's Saloon Door Hinge 25%
Columbian:
Steel Hinges ..... 60&10%
Floor Hinges ..... 65&10%
American 30%
Gem 30%
Oxford 30%
Acme, Steel 30%
" Brass 25%
Niles Mfg. Co ..... 30&5%
Superior:
Floor Hinges 33⅓%

GATE HINGES—

Clark's, Nos. 1, 2, 3 ..... $2.00@$5.00
N. E., ₱ doz., $7.50 ..... 50%
N. E., Reversible, ₱ doz., $5.50 ..... 50%
N. Y. State, ₱ doz., $4.50 ..... 50%
Western, ₱ doz., $4.20 ..... 50%

BLIND HINGES—

Parker ..... 70@75%
Sargent's, Nos. 1, 2, 5, 11, 19 ..... 75%
W. H. Co's., No. 2 Mortise Gravity .. 60&10%
Stanley's Steel Gravity Blind Hinges with Screws, ₱ doz. $1.25

Hitching Cords

Covert Mfg. Co 45%
Hitchers Stall ..... 30&2%

Hoes

Cronk's
Socket, Beveled $2.00
S. S. " 1.75
Weeder, No. 1 ..... 2.40
" No. 2 ..... 2.75
Onion, No. 0 ..... 2.50

Hollow Ware

ENAMELED—

Agate Nickel Steel Ware 33⅓

STEEL HOLLOW WARE—

"Never Break" Steel:
Spiders, Griddles, &c ..... 65&5%
Maslin Kettles, &c 60%
" " Porcelained .. 50&5@50&10%

STOVE HOLLOW WARE—

Blacklock:
Ground ..... 50&5%
Plain or Unground 60%
Country Ware ₱ 100 lbs. net $3.00
Enameled Ware ..... 45&10%

WHITE ENAMELED WARE—

Maslin Kettles ..... 65&10%
Tinned Boilers and Saucepans ..... 35&10%
Enameled ..... 45&10%

GLUE POTS—

Tinned ..... 30&10%
Enameled ..... 35&10%

Hooks

BUSH—

Jennings & Griffin's ..... 33⅓&5%
Wadsworths ..... 55&10%

CAST IRON—

Ceiling, Sargent's list ..... 50&10@60%
Chandelier ..... 60@60@10%
Clothes Line, Sargent's list ..... 50&10&10%
Coat and Hat, Sargent's list ..... 50&10@60%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp ..... 60@60&10%
Picture ..... 50&10%
Screw Hat ..... 60&10@70%
Wardrobe ..... 69&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz. ..... $1.05@$1.35

MEAT—

Enterprise 40%

WIRE—

Atlas, new list, single cases 80%
Atlas, Metal Clasp ..... 75&10%
Wire Coat and Hat, Acme ..... 60&10%
Wire Coat and Hat, Gem ..... 70&5%
Parker Wire Goods Co., King ..... 70&10%
Wire Ceiling, Gem ..... 70&5%

MISCELLANEOUS—

Belt 80%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks 40%
Grass, Wadsworth's 60%
Cronk's, Grass, ₱ doz $3.00
Hooks and Eyes, Brass ..... 60@60&10%
Hooks and Eyes, Mal. Iron ..... 70@70&10%
Cotton, box and hay ..... 60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C.	25c	23c	23c	21c	21c	40&5%
American, all sizes, net						9½c
Nos.	6	7	8	9	10	
Anchor and New Haven	12c. net for all sizes 5 to 10.					
Nos.	6	7	8	9	10	
Ausable	25c	26c	25c	24c	23c	50&10%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	50%
Livingston	19c	18c	17c	16c	15c	10%
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%

Horse, Mule, &c., Shoes

F. O. B. Pittsburgh:
Iron, per keg $4.10
Steel, " 3.85
Burden's all sizes 3.90

Horse Ties

Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Sisal 33%
Jute 45%

Hose, Rubber

Boston Belting Co.:
"Boston" 50%
Niagara 60%
N. J. Car Spring & Rubber Co.:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%
Standard ..... 70&10%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross ..... $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, ... No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain ..... 20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50 ..... 20%
Butcher Knives 25%
Shoe Knives 25%
Cronk's Chopping, net ₱ doz $1.50
Foster Bros., butcher, &c 60%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw

Wadsworth ..... 40&10%

Knife Sharpeners

Pike's:
Nat. Grit Carving Knife Hones ₱ doz. $3.00
Solid Stone Carving Knife Hones ₱ doz. $2.25
Quick Edge Pocket Knife Hones ₱ doz. $2.50
Mounted Kitchen Sandstone ₱ doz. $1.50
} 50%

Knobs

Bardsley's wood, door, shutter and base 15%
Base, rubber tip, 2½ in bead, ₱ gro. ..... $1.25@$1.50
Door Mineral ..... 65@70c
Door Por. Jap'd ..... 70@75
Door Por. Nickel ..... $2.05@$2.15

Lanterns

C. T. Ham, Class A, B, C and D ..... 40&10%

Latches

₱ Doz.
Cronk's barn door, net $3.00
Lane's Barn Door ..... 40&10%

Lawn Mowers

Genuine Philadelphia Hand Mowers:
Style A (all steel) 10 in. wheel .. 60&10&5%
Style E, Rear cut, 10 in. wheel .. 70&10&5%
Styles K, C, M, S, T ..... 70&10&5%
Drexels and Gold Coins 40%
Deweys 30%
"All Day" and "New" Mowers net prices
Genuine Philadelphia Horse and Pony Mowers:
26 in. Wrought frame Philadelphia 30%
30 and 35 in. Phila. D. P. & S. & S. 40%
Eagle 30, 35 & 40 in. S. & S. 30%
IXL 30, 35 & 40 in. S. & S. 50%
25 & 30 in. 2 man or pony 50%

Lawn Sprinklers

Enterprise ..... 25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3
Per Dozen	$12.00	$15.00	$20.00

Kohler's:
Daisy, net, ₱ doz. $7.50
Mystic 6.00
Rainmaker 4.80
Dew Drop 1.20

Leads

Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 35%
Sisal 20%

Lemon Squeezers

Berger Bros., ₱ doz. .8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz. $9.60
Little Giant ..... 50@50&5%
Porc. lined, Iron, ₱ doz. $1.75
Porc. lined, Wood, ₱ doz. $1.35
Wood, common, ₱ gro. .... No. 0, $6.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
Hexagon ..... 25&10%
Iron Bench, new design ..... 25&10%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet ..... 40&10%
Cotton Trot 30%
Samson Cot., Nos. 4, $3.30; 4½, $3.75 .... 30%
Silver Lake braided, ₱ gro., Nos. 0, $3.00; 1, $6.50; 2, $7.00; 3, $7.50 ..... 30%
Wire Clothes:

	18	19	20
100 feet	$2.50	$2.25	$2.00
75 feet	1 75	1 35	1.10

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co 40%
R. & E. Mfg. Co 10%
Reading Hardware Co 40%
Sargent & Co 40%

CABINET—

Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00 .. 40%
Ames Sword Co ..... 40@45%
Champion 40%
Corbin Cabinet Lock Co.'s ..... net
Eagle 40%
Smith & Egge bicycle 50%
Wrought steel and brass ..... 75&10%
Yale Lock Co ..... net

TRUNK—

Corbin's 40%
Eagle 40%

Machine Bolts

See Bolts.

Mallets

Hickory ..... 45@5&50%
Lignumvitæ ..... 45@5&50%
Bliss:
Carpenters, Tinners, Box, Carvers 33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden 33⅓%
Regular Goods ..... 70&5@70&10%

Meat and Food Cutters

American 30%

Nos.	401	402	403	404	405	406	407
Each	$5	$7	$10	$25	$50	$80	

Dixon's, ₱ doz. 33⅓%

Nos.	1	2	3	4
Each	$14	$17	$19	$20

Enterprise ..... 25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$3.75	$3	$4.50	$6

Little Giant ..... 40@50%

Nos.	205	210	212	220	222
Each	$35	$45	$44	$72	$68

Woodruff's, ₱ doz. ..... 30@30&5%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise) ..... 25@30%

Meat Juice Extractors

Enterprise ..... 25&30%

Metals, Anti-Friction

Magnolia Metal Co.:	₱ Lb
Defender	20c
Kosmic	12c
Magnolia, Anti-Friction	35c
Mystic	16c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00 ..... 40%
Sargent's ..... 60@60&10%

Mitre Boxes

C. E. Jennings & Co.....25%
Seavey's.....45%
Stanley Rule and Level Co.:
Nos. 240 to 460.....30%
Nos. 50 and 60.....35%

Mop Wringers

	₱ Doz.
No. 1 Reliance	$12.00
No. 2 Reliance	16.00

Motors

COFFEE MILL—

Specialty Novelty Co., each.....$5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads.....87½@87½&10%

PICTURE—

Niles' Patent.....40%
Porcelain head, combination list.....60&10%
Porcelain head, Sargent's list.....60%

Nail Nippers

'Gem," ½ gross lots, ₱ gross.....$21.00
" less quantity, ₱ dozen..... 2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net	$7.50
Black Hawk, ₱ dozen	9.00
Cyclops	50%
Cronk's, ₱ dozen, net	$12.00
Eureka, No. 74, ₱ doz., net	$3.50
Eureka, No. 75, ₱ doz., net	$3.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $15.50; No. 2, $15.00	30&5%
Lightning, ₱ doz., $18.00	20%
Morrills No. 1, list $30.00	50%
National, ₱ doz., $24.00	10%
Pelican, ₱ doz., $ 9.00	40@40&10%
Rollis Hardware Co., No. 1, $18.00	50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	3.50@3.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	.55
Corrugated	40&10%
Knurled	40&10%

Nippers

Acme.....50&5%
Nettleton Mfg. Co.:
Reversible Cutting.....40%
Smith's cutting.....50%
Todd's cutting.....50%

Nut Crackers

	₱ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $6.00	30%

Nuts

Cold Punched:

	Off List
Mfrs. or U. S. Standard.	
Square, blank	$4.80
Hexagon, blank	5.10
Square, blank, C. T. & R	5.10
Hexagon, blank, C. T. & R	5.70

Hot Pressed:

	Mfrs. U. S. or Nar. Gauge Standard
Square, blank	5.00
Hexagon, blank	5.40
Square, tapped	4.70
Hexagon, tapped	5.10

Oils

Linseed, city, boiled, in barrels
Linseed, city, raw, in barrels..
Out of town on spot.....
Calcutta, raw, in barrels.....
} See "Review of Markets"

Lard, prime city, ₱ gal.....75@77c
Lard, Extra, No. 1.....58@55c
Lard, No 1.....49@52c

Oilers

Brass and copper.....50&10
Tin or steel.....65&10&5@70%

	₱ Doz
Cushman & Denison's:	
Perfect oilers	$1.50
Star pocket oilers	.75
"Paragon," brass	50&10%
"Paragon," zinc	65&10%

American Tube & Stamping Co.:
Spring bottom cans..... 70@70&10%
Railroad oilers, etc.....60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':
Hindostan, large axe..... 8c ₱ lb
" small " ..... 10c " "
Queer Creek Axe..... 16c " "
} 40%

OIL STONES—

Pikes':

Lily White Washita	60c	₱ lb
Rosy Red "	60c	" "
Extra "	50c	" "
No. 1 "	40c	" "
No. 2 "	25c	" "
Lily White " round edge slips	90c	" "
No. 1 Washita, round edge slips	70c	" "
Washita Pen Knife pieces	70c	" "
No. 1 Hard Arkansas stone 3 to 5½ in. long	$2.80	" "
No. 1 Hard Arkansas stone 5½ to 8 in. long	$3.50	" "
No. 1 Soft Arkansas stone 3 to 5½ in. long	$1.50	" "
No. 1 Soft Arkansas stone 5½ to 8 in. long	$1.70	" "
Soft Arkansas, round edge slips	$2.50	" "
Hard Arkansas, round edge slips	$4.00	" "
Hard Arkansas Pocket Knife pieces	$4.00	" "

} 33⅓

Pikes':
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes.....40%
India Oilstones, all grades and sizes... 33⅓%
Queer Creek Oilstones.....20c ₱ lb
Chocolate Oilstones..... 50c " "
Regular Hindostan..... 8c " "
Small Hindostan..... 10c " "
} 40%

Pike's Selling Assortments:

Assortment No. 1	$20.00	net
" " 2	12.00	"
" " 3	15.00	"

Packing, Steam

RUBBER—

Boston Belting Co.:
Phoenix, net ₱ lb.....50c
Plumbago.....50%
Pure Packing, "Excelsior".....50%
Extra.....60%

MISCELLANEOUS— ₱ Lb

American Packing.....7@10c
Cotton Packing.....16@25c
Italian Packing.....9@12½c
Jute.....4@4½c
Russia Packing.....8@11c

Padlocks

See Locks.

Parers

APPLE—

Goodell Co.,		
Family Bay State	₱ doz	$15.00
Improved Bay State	"	36.00
New Lightning	"	7.00
Turn Table '98	"	8.00
White Mountain	"	5.00
Bonanza Improved	each	.70
Dandy	"	10.00
Eureka Improved	"	20.00
New Century	"	20.00
Ranger	"	25.00
Livingston Nail Co.,		
Daisy	₱ doz	4.00
Little Star	"	5.00
Rocking Table	"	6.20
Reading Hardware Co.,		
Advance	₱ doz	4.00
Baldwin	"	4.00
Reading 72	"	3.25
Reading 78	"	6.25

POTATO—

Saratoga	₱ doz	7.00
White Mountain	"	6 00

Pencils

	₱ Gro
Dixon's:	
Carpenter's	$2.50@3.75
Carpenter's, blue or red lead	4.80@9.00
Office	2.19@7.50
Lumber	6.87
Colored lumber	9.00
Black artists	9.37
Colored	4.38@7.50
Assortment boxes	1.51@3.75

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899.....70&5@70&10%

Pipe Hangers, Conductor

Iwan's, Perfection wire.....50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.).....35&2½%
Bench, first quality.....30@30&10%
Bench, second quality.....40@40&10%
C. E. Jennings & Co.....50&10%
Molding.....25@25&10%

IRON PLANES—

C. E. Jennings & Co., iron.....50&10%
Sargent's.....60@60&10%
Standard Tool Co.....50@60&5%
Stanley Rule & Level Co.:
Bailey's.....35%
Miscellaneous.....30&5%

PLANE IRONS—

Buck Bros.....30%
C. E. Jennings & Co.....16⅔&10%
Stanley R. & L. Co.....35%
L. & I. J. White.....20&5@25%

Pliers and Nippers

Acme Nippers.....50&5%
Button.....75@75&10%
Cronk & Carrier Mfg. Co.:
American Button.....75&10%
Cronk's.....60%
Stub's Pattern.....45%
Combination and others.....33⅓%
eller's Farriers' Nippers, Pincers
Hand Tools.....40&15@40&10&5%
The Nettleton Mfg. Co. Reversible Cutting Nippers.....40%
P., S. & W. Tinners Cutting Nippers...40%
Utica Drop Forge & Tool Co.:
Pliers and Nippers, all kinds.....40%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co.....33⅓%

Plumbs and Levels

Davis':
Inclinometers.....20%
Iron Levels.....25&10%
Disston's Plumbs and Levels.....60&10%
Disston's Pocket Levels.....60&10%
C. E. Jennings & Co.'s Iron.....33⅓%
C. E. Jennings & Co.'s Iron, Adjustable.....40&7½%
Stanley R. & L. Co.....40%
Stanley's Duplex.....35%
Woods' Extension.....33⅓%

Police Goods

Tower & Lyon.....25%

Polish, Metal

Prestoline Liquid, new list.....40%
Prestoline Paste.....40%
George William Hoffman
U. S. Metal Polish Paste, 3 oz boxes, ₱ doz.....$ .50
₱ gross..... 4.50
¼ pound boxes, ₱ dozen..... 1.25
1 pound boxes, ₱ dozen..... 2.25
U. S. Liquid, 8 oz cans, ₱ dozen..... 1.25
₱ gross..... 12.00
Barkeeper's Friend Metal Polish ₱ dozen..... 1.75
₱ gross..... 18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans, ₱ lb..... 10c
Black Eagle, liquid, 10 oz. cans, ₱ doz..... 75c
Black Jack paste, ¼ lb cans, ₱ gross. $9.00
Black Kid paste, 5 lb can, each..... 65c
Ladd's Black Beauty, ₱ 100 tins..... 6.75
Joseph Dixon's, ₱ gross, $5.75..... 10%
Dixon's Plumbago, ₱ lb..... 8c
Fireside, ₱ gross..... 2.50
Gem, ₱ gross., $4.50..... 10%
Japanese, ₱ gross..... 3.50
Jet black, per gross..... 3.50
Peerless Iron enamel, 10 oz. cans ₱ doz 1.50
Wynn's:
Black silk, 5 lb. pail, each..... 70c
Black silk, ¼ lb. box, ₱ doz..... 1.00
Black silk, 5 oz box, ₱ doz..... 75c
Black silk, ¼ pint liquid, ₱ doz..... 1.00

Poppers, Corn

Square.	₱ Doz	₱ Gro
1 qt	$0.85	$ 10.00
1½ qt	1.10	11.00
2 qt	1.35	13.50

Post Hole Diggers

Avery's' Neverbreak"	₱ doz.,	net	$24.00
Disston's Samson Digger,	₱ doz.	$34..	25%
Kohler's:			
Little Giant	₱ doz.,	net	$12.00
Hercules	"	"	10.00
Invincible	"	"	9.00
Pioneer	"	"	7.20
Universal	"	"	14.00
New Champion	"	"	5.00
Rival	"	"	8.00
Ryan's,	₱ doz.,	$20.00	25%

Iwan's:	₱ Doz	
Split handle	net	$7 25
Perfection	"	8.25

Rockford Tack & Nail Co.:

Rockford brand	₱ doz.,	"	6.50
Atlas pattern	"	"	7.50

Post Hole Augers

Iwan's Patent improved.....40%
Vaughan's, 4 to 9 In..... " " 7.00

Potato Hooks, Etc

Hoe Down Hooks.....75&10&2%
Hop Hooks.....60&10&2½%
Potato Hooks.....70

Presses

See Fruit, Wine and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles.....33⅓
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00.....25%
Disston's Pruning Hook, ₱ doz., $12.00..25%
Smith's:
Pruning Shears.....60&10%
Rockdale Pruners.....33⅓%
Standard Tree Pruners.....75%
E. S. Lee & Co's. Pruning Tools.....40%
P. S. & W. Co's. Shears.....40&10%
Waters' Tree Pruners.....75&10%
Wilkinson's Shear & Cutlery Co.:
Hedge.....60&10%
Lawn and border.....60&10%

Pulleys

Awning.....60@60&10%
Axle.....60&10@60%
Brass screw.....65&10%
Ceiling.....60@10&5@5%
Clothes line, Japanned.....60
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Fox, all steel.....50%
"Grand Rapids," all steel.....50%
Hay Fork, swivel eye, ₱ doz., 4 in., $3.75; 6 in., $5.00.....55%
Hay Fork, Harts, 4¼ in., ₱ doz., $6.00 60&10%
Hay Fork, 5 in., solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00.....60%
Side, Anti-Friction.....60%
Shade rack.....45%
Upright.....50&10@50&10&10%

Pumps

Cistern, best grades.....60%
Pitcher Spout, best grades.....75&5@75&10%
Power Pumps, Myers'.....45%
Spray Pumps, Myers.....45%
Spray Pumps, Kohler's:
Daisy, net ₱ doz.....$ 7.50
Mechanical, net ₱ doz..... 7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 898, 3 in. Shallow Well Pump..... 13.00
No. 8, Fig. 828, 3½ in. Shallow Well Pump..... 15.00
No. 5, Fig. 807, 3 in. Deep Well Pump..... 15.00
No. 6½, Fig. 807, 3½ in. Deep Well Pump..... 17.00
No. 14, Fig. 831, 3 in. Deep or Shallow Well Pump..... 15.00
No. 82, Fig. 828, 3 in. Deep Well Pump..... 17.00
No. 56, Fig. 831, 3 in. Shallow Well Pump..... 14.00
No. 59, Fig. 832, 3½ in. Shallow Well Pump..... 17.00
No. 70, Fig. 838, 2½ in. Deep Well Pump..... 15.00
No. 72, Fig. 853, 3 in. Deep Well Pump..... 15.00
No. 102, Fig. 448, 3 in. Lift Pump..... 9.00
No. 108, Fig. 448, 3½ in. Lift Pump.. 11.00
No. 128, Fig. 510, 3 in. Lift Pump.. 7.00
No. 131, Fig. 510, 3½ in. Lift Pump.. 8.50
No. 225, Fig. 389, Windmill Pump.. 12.50
No. 235, Fig. 408, Windmill Pump.. 16.00
No. 240, Fig. 406, Regulator Pump.. 28.00
No. 302, Fig. 477, Spray Pump, complete..... 11.50
No. 330, Fig. 547, Knapsack Spray Pump..... 10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net..... 5.00
No. 220, Fig. 492, Bucket Spray Pump, net..... 2.00

Punches

Bemis & Call Co's.:
Cast Steel Drive.....50%
Morrill's.....50%
Niagara Hollow.....40%
Niagara Solid.....55&10%
Saddlers' or Drive, good, ₱ doz.....50c 75c
Snells' Tinners'.....40&5%

Rail

	¼	⅜	½
Barn Door, Light, Inches...			
₱ 100 feet	$1.40	1.85	2.80

Barn Door, "None Better" No. 1, ₱ ft...3½c
Barn Door, "None Better" No. 2, ₱ ft.....4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c.....70%
Double Flange, ₱ ft., 8c.....70%
Cronk's:
O. N. T. style, No. 18.....$3 12
Double braced, No. 10 ₱ ft.....3½c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net.....$3.00
O. N. T. 1¼ in., net..... 3.45
O. N. T. 1½ in., net..... 4.00
Hinge Hanger, 1 in., ₱ 100 ft..... 2.50
" " 1¼ " " " 3.38
Stowell's Wrought steel.....25%
Sliding Door, Bronzed Wrought iron, ₱ ft.....6½c
Sliding Door, Steel, Brass Plated, ₱ ft. 5½c
Sliding Door, Wrought brass, 1¼ in ₱ lb. 35c.....30%
Victor Track Rail, 7c ₱ ft.....60&10&2½%

Rakes, Etc

Cronk's:
Malleable.....70%
New Champion.....$3.75, 4.00, 4.25 net
Ideal Rake.....$3.00, $3.50, $3.60
Victor.....$3.50, 3.00, 3.25 net
Anti-Clog Lawn.....$4.00 net
Ideal Anti-Clog Rake.....$3.50
Queen City Lawn.....40%
Kohler's:
Lawn Queen, 20.....Net
" 24.....$3.15
Jumbo Lawn, 36.....3.25
Paragon (wood head).....5.40
Steel Garden, 10th.....2.50
" " 12th.....2.00
" " 14th.....2.10
" " 16th.....2.25
2.40

Rasps, Horse

Disston's.....75%
New Nicholson Horse Rasp.....70&10@75%

Razors

Electric.....List Net
Boracic.....60%
Fox.....40%
J. R. Torrey Razor Co.....25%
Wostenholm & Butcher, $10.00 to £.....10%

Razor Hones

Pike Mfg. Co.:
Belgian German and Swaty, all sizes...50%
Pike's Selling Assortments:
Assortment No. 1.....$18.00 net
" No. 2..... 10.00 net

Registers and Ventilators

HOT AIR—

New list, July 1, 1903:
Black Japanned, White Japanned, Bronzed Finished, Electro-Plated and Nickel Plated.....66⅔%
White Porcelain.....60%
Solid Brass and Bronze Metal.....40&10%

Revolving Chimney Tops

Iwans' Volcano.....55%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ₱ doz.....$3.00

Rings

See Bull Rings.

Rivets and Burrs

COPPER—

Belt with Burrs.....33⅓@35%
Hose with Burrs.....33⅓@35%

IRON OR STEEL—

New list, Jan. 8, 1904.
Tinners.....70&10%
Miscellaneous.....70@10%

Rivet Sets

Regular list.....75@75&10%

Rollers, Stay

Cronk's:

Nos.	50	55	56	60	65
₱ Dozen	.90c	.60c	.75c	.75c	.75c

Rope

See "Review of the Markets."

Cotton Rope:	₱ Lb
Best ¼ in. and larger	18¼@20c
Medium	16@17c
¼ in. and larger	——
Common	10c
Jute Rope:	
No. 1 grade	9c
No 2. grade	8½c
Manila Pure:	
7-16 in. and larger	12½c
⅜ in	14c
¼ and 5-16	14½c
Sisal, Pure:	
7-16 in. and larger	9½c
⅜ in	9½c
¼ and 5-16 in	10½c

Root Cutters

Lane's.....25%

Rules

Athol, Steel.....33⅓%
Boxwood.....60@60&10%
Ivory.....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood.....35&10%
" steel.....33⅓&10%
Lufkin's:
Steel.....50&10%
Lumber.....50&10%
Miscellaneous, Stanley's.....50@50&10%

Sad Irons

DOVER ASBESTOS—

Polishing.....50%
Pressing.....50%
Laundry.....45%
Sleeve.....50%
Tourist.....50%
Toy.....50%
Blacklock:
Plain black in cases, ₱ 100 lbs.....$2.75
Bronze finished in cases, ₱ 100 lbs.... 3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs..... 3.75

COLD HANDLED—

Enterprise Mfg. Co. of Pa. New List. 12½&7½%

Safety Lifts

Burr Mfg. Co., steel.....70&10&10%

Sand and Emery Paper and Cloth

Baeder, Adamson & Co's. list:
Emery cloth.....50&10@60%
Garnet paper.....25%
Flint and emery paper.....50&10@60%

Sash Balances

Caldwell Mfg. Co.....50%
Pullman.....50&10@60%
Victor bronze.....75%
Victor steel.....70%

Sash Chain

Competition.....50&10%
Giant.....40%
Pullman bronze.....60%
Pullman steel.....60&10%
Royal metal.....60%

Sash Cord & Weight Fastener

Ives.....33⅓%
Titan (Tight-on).....33⅓%

Sash Cord

Cable Laid Italian, ₱ lb.....37c
Cable Laid Russia, ₱ lb.....31c
Common India, ₱ lb.....11@11½c
Patent Russia, ₱ lb.....20c
Patent India, ₱ lb.....17c
Silver Lake:
A Quality, drab, ₱ lb.....45c
A Quality, white, ₱ lb.....40c
B Quality, drab, ₱ lb.....40c
B Quality, white, ₱ lb.....35c

Sash Fasteners

Imperial.....33⅓%
Sash rollers.....70%
Champion.....50%
Ives casement fasteners.....33⅓%
Ives Crescent, iron.....60%
Ives Crescent, bronze and brass.....60%
Monitor, steel.....25%
Shutter sheaves.....60%
Window screen sash lifts.....62½%

Sash Locks

Champion meeting rail.....50%
Champion side.....60%
Ives' patent:
Cast iron.....60%
Wrought metal.....55%
Window ventilating locks.....55%
" " bolts.....40&20%
Robison Pat. Vent. Sash Lock.....30%
Paysons Signal.....80%
Pullman patent ventilating.....35%

Sash Weights

Ton lots at factory (Eastern).....$30.00

Sausage Stuffers or Fillers

Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....30&5%

Saws

Atkins:
Back saws.....40%
Band to 14 in. wide.....50%
Band ⅛ to 5-16 in. wide.....50%
Butcher saws, Nos. 1, 2, 3, 5 and 7.....50%
Cabinet scrapers.....40%
Circular.....50%
Compass saws, Nos. 2 and 3.....40%
Coping saws, Jones, Nos. 1, 6 and 7...40%
" " " " 2 and 3..40&10%
Corn knives, Nos. 1, 3, 4 and 7, ₱ doz. net.....$2.00
Cross Cut.....35%
Gang.....50%
Hack saws.....40%
Hand saws.....35%
Keyhole saws, No. 6.....40%
Panel and rip.....40%
Pruning and Compass.....40%
Saw filers, Wilson, ₱ doz., net.....$12.00
Trowels.....35%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws.....30&10&10%
Disston's:
Circular, solid and inserted tooth.....50%
Band 2 in. to 18 in. wide.....60%
Band ⅛ in. to 1¼ in.....60%
Cross cuts.....45%
Narrow cross cuts.....50%
Mulay, mill and drag.....50%
Framed wood saws.....25%
Wood saw blades.....25%
Wood saw rods.....15%
Hand saws, Nos. 12, 99, 9, 16, D100, D88, 120, 76, 77, 8.....25%
Hand saws, Nos. 7, 107, 107¼, 8, 1, 0, 00, combination.....30%
Compass, keyhole, pruning, dovetail, &c.....25%
Butcher saws and blades.....30%
C. E. Jennings & Co's.:
Butcher.....35&7½%
Hand Panel, rip & other saws..30&2½&10%
Peace:
Cross cuts.....50%
Hand panel and rip.....30%
Richardson:
Circular and mill.....50%
X cuts.....50%
Hand saws.....30%
Star, Butcher.....15&10%

HACK SAWS AND FRAMES—

Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines..10%
Sterling Saw Machines.....10%
Sterling hack and saw blades.....35%
Sterling hack saw frames.....25%
Disston's:
Concave blades.....25%
Keystone flex. back and mach. blades.35%
Hack saw frames.....30%
Griffin's:
Complete.....40&10%
Saw blades.....35&5&10%
Star, saws and blades.....15&10%

Saw Filer

Disston's D8 Clamp and Guide, $30.00 ₱ doz.....30%

Saw Frames

C. E. Jennings & Co.....30%
Richardson's Wood.....net
Sterling.....30&10&10%

Saw Sets

Atkins,
Criterion saw sets,.....40%
Excisior saw tools No. 1, ₱ doz.....$4.80
Disston's Monarch, Nos. 1 & 10 & Star...30%
Hart's patent lever.....20%
Kohler's:
"Giant Royal," ₱ doz. net.....$7.50
"Royal." ₱ doz. net..... 4.50
Morrill's:
Nos. 1, $15.00; 10; $15.50; 11, $15.50.....50%
Cross cuts, Nos. 3 & 4, $20.50; 5, $30.00..50%
Richardson's.....25
Seymour Smith & Son, hammer, ₱ doz.$4.75
Stillman's, ₱ doz..... 1.00
Taintor's Positive, $6.75 ₱ doz.....60%

Scales

Chatillon's:
Eureka.....35%
Favorite.....40%
Grocers' trip scales.....50%
Family, Turnbull's.....50@50&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform, plain.....$1.70@$1.90
Striped.....$1.85@$2.15
Pelouze.....50%

Scale Beams

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c

Adj. Box scrapers (S. R. & L. Co.) $6.00...45%
Box, 1 handle, ₱ doz.....$2.00@$2.25
Box, 2 handle, ₱ doz.....$2.50@$2.60
Foot.....55&5@60&5%
Ship, Common, ₱ doz., net.....$2.40
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's steel No. 7, ₱ doz.....$2.00

Screw Drivers

Brace Screw drivers.....25&10&5%
Buck Bros.....30%
Screw Driver Bits, ₱ doz.....45@50c
Champion.....50%
Disston's Flat Blade, electric, telegraph and cabinet makers.....70%
Electric spiral, No. 01, ₱ doz., net.....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet.....40&10%
Fray's hollow hdle sets, No. 8, $12.00.....50%
C. E. Jennings & Co., No. 285.....40&10%
Jennings & Griffin.....66⅔%
Sargent & Co's.:
No. 1 forged blade.....50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw Driver bits (Snell's) ₱ doz.....60c
Stanley R. & L. Co's.:
No. 64, varnished handles.....60&10%
No. 66.....70&10%
Victor.....55%
Defiancio.....70%
Snell's No. 5.....75&5%
No. 10.....75&10&10%
Nos. 20 and 30.....60&10&10%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Belsley's patent.....33⅓%

Screws

WOOD SCREWS—

List July 22, 1908.
Drive screws, diamond point.....87½&5%
Iron, bright flat head.....87½&5%
Iron, bright round and oval head.....85&5%
Brass, flat head.....85&5%
Brass, round head.....80&5%
Bronze, flat head.....77½&5%
Bronze, round head.....75&5%
Nickel Plated, iron flat head.....77½&5%
Nickel Plated, iron round head.....77½&5%

MACHINE—

List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head..50@50&10%

COACH, LAG AND HAND RAIL—

G. P. Coach, list Oct. 1, '99.....75&10%
Hand Rail.....70&10&75%
Lag screws, list Oct. 1, 1880.....75&10%
Cone Point.....75&15%

BENCH, HAND, ETC—

Bench, iron, ₱ doz.....1 in., $2.50@$2.75 1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech.....20@20&10%
Hand, wood.....70&10@70&10&10%
Jack Screws, Miller's Falls, roller bearing.....50&10&10%
Jack Screws, Miller's Falls, without roller bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes

₱ Doz

Cronk's Little Giant.....$8.50
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush.....40%

Scythe Rifles

3-Coat, ₱ gro., $10.00.....
4-Coat, ₱ gro., $12.00..... } 40%

Scythe Stones

₱ Gro

Pike's Selling Assortments:
Assortment "A".....$4.75 net
" "B".....$3.75 net

No. 1, Indian Pond	$ 7.50	40%
No. 2, " "	4.50	
White Mountain	9.50	
Black Diamond	12.00	
Lamoille	11.00	
Green Mountains	7.00	
Leader Red End	4.50	
Willoughby Lake	9.00	
Extra Quinnebog	7.50	
Pike's Corn'um	18.00	
" Quick Cut Emery	10.00	
Lectro	12.00	
Lightning	18.00	

Seeders, Raisin

Enterprise.....25@30%

Shears

Acme (cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
Straight Trimmers, etc.....60@60&10%
Tailors' Shears.....40&40&10%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....50%
Pruners.....75%
Tinners' Snips.....10%

Shears, Hedge

Wilkinson Shear & Cutlery Co.....60&10%

Sheep Shears

Wilkinson's:
1900 List.....30&10&5%

Sheaves

SLIDING DOOR—

Corbin's list.....60&10&3%
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White.....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15, 1903.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Snow Shovels

Long Handles.....$3.25@$3.50
Wood and Malleable D Handles..... $5.75@$4.00

Shutter Bars

Ives'.....45%

Shutter Bolts

See Bolts, Shutter.

Skate Sharpeners

Eureka.....50%

Slaters' Tools

Plumb's.....30%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder.....35%
Kraut cutters, 24x7, 24x8, 30x7.....35%
Kraut cutters, 36x13, 40x13.....35%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.00@$24.00
2 knives, ₱ gro.....$24.00@$40.00
Kraut cutters.....35&5%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers

See Hammers.

Slicers, Vegetable

Enterprise.....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg Co.:
Covert Breast strap, bkle snaps.....40%
Yankee Breast strap, bkle snaps....30&5%
Breast strap protector.....45%
Double for bits or trace carrier.....45%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&5%
Rope snaps.....40%
Yankee snaps.....30&5%

Scythe Snaths

National Snath Co.....50%
Grain cradles.....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.)....45%
Razor Edge....35%
Iron, ₩ doz....$1.10@$1.35
Miller's Falls....15&10%
Seymour Smith & Sons, iron....20%
Wm. Johnson's:
Wood, best....30%
Wood, second quality....33⅓

Spoons and Forks

SILVER PLATED FLAT WARE—

International Silver Co.:
"1847"....40&10%
"Anchor"....60%
"Eagle"....50&10%
"Star"....50&10%
Rogers, Smith & Co....50&10%
Rogers & Hamilton....50&10%
Holmes & Edwards....50&10&10%
German silver, unplated....60@60&5%

KNIVES AND FORKS, NO. 12—

	₩ Doz. Net
"1847"	$6.50
"Anchor"	3.25
"Eagle"	3.25
"Star"	3.25
Rogers, Smith & Co.	3.25
Rogers & Hamilton	3.25
Holmes & Edwards	2.75

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels....60&10%
Try square and T bevel....60&10%
Winterbottom's Try and Mitre:
Iron Handle....35%
Wood Handle....40%
Nickel-pl'ted, new list, Jan. 5, '00....75&10%
Steel and iron....75&10%

Staples

Barbed blind, ¼, ⅜, & ½ in., ₩ lb...6@6½c
Poultry Netting....8½@8½c

FENCE—

Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net ₩ doz....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 90c
Lane's, Nos. 1, 2 and 3....40%

Steels

Chatillon's "Dick's"....30%
Foster Bros....30%

Stocks and Dies

BICYCLE—

Holroyd & Co....40&10%

BLACKSMITH'S—

Butterfield's....35@40%
Gardner....33⅓&10%
Holroyd & Co....50&50&10%
Holroyd's R'd Adj. screw plates....50%
Reece's new screw plates....25%
Lightning screw plate....25%

PIPE MAKERS—

Holroyd & Co....80@80&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Ladders

Lane's....25%
Myers' Noiseless....45%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Tackle Blocks

See Blocks.

Tacks, Finishing Nails, &c

New List, May 1, 1905.
American Carpet Tacks....90&25%
American Cut Tacks....90&25%
Swedes Cut Tacks....90&25%
Swedes Upholsterers'....90&25%
Gimp Tacks....90&25%
Lace Tacks....90&25%
Trimmers' Tacks....90&25%
Looking Glass Tacks....65%
Bill Posters' & Railroad Tacks....90&40%
Hungarian Nails....80&10%
Finishing Nails....70%
Trunk and Clout Nails....80%
NOTE.—The above prices are for Standard Weights.

MISCELLANEOUS—

Double Point, in dozen... 90 and 4 or 5 tens

Tack Pullers

Columbia, No. 1, ₩ doz., net....$5.00
" " 2, " " " 1.00
Little Jack, ₩ doz., net.... 1.00

Tapes, Measuring

Eddy's:
American Assee' skin....40&10@50%
Leather Case....25@25&10%
Star steel....40@40&10%
Steel....33⅓&5%
Chesterman's....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin....40&10@50%
"Favorite" Duck & Leather..25&5@25&10%
Metallic and steel, lower list....35@35&5%
Pocket....35@35&5%
Lufkin's steel and metallic....33⅓@35%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw....70%
Holroyd & Co's.:
Blacksmiths....60&10%
Machine screw....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc....65&10%
1⅜ to 2 in....50&10&5%
2⅛ to 3 in. inc....33⅓&10%
3⅛ to 4 in. inc....20%
Pipe, ⅛ to 1¼ in....80&20%
Pipe, 2 to 3 in....80&15%
Pipe, 3½ and 4 in....66⅔&15%

Tap Wrenches

Rollis Hdw. Co., $6.00....50%

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Timber Scribes

Bemis & Call's....30%

Tobacco Cutters

National Specialty Co....40%
Enterprise Mfg. Co....25@30%

Toilet Clippers

See Clippers.

Trace Holders

Fernald's, ₩ doz. pairs....net $1.25

Trammel Points

C. E. Jennings & Co., "Eureka"....25%
Disston's....60&10%
Sargent's....40&10%
Stanley's....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₩ 100, net....$33.00
Payson's:
Balance, Iron list....70&10&10%

Traps

FLY—

Balloon.... ₩ doz. $1.25, ₩ gro., $12.00
Globe.... " " 1.25, " " 12.00
Harper.... " " 1.40, " " 13.50

GAME—

Enterprise Mole..:....15&10%
Hawley & Norton....65%
Newhouse....45@45&5%
Victor....70&10%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse....50%
Improved Rat....50%
New Rat....50%
Mouse, round wire, ₩ doz....85@90c
Mouse, wood, choker, ₩ doz. holes....12c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ₩ doz....$18.25
No. 2, Rat, ₩ doz., $5.50; case of 50.. 5.75
No. 2½, Rat, ₩ doz., $3.25; case of 72. 4.70
No. 4, Mouse, ₩ doz., $2.25; " " 150 3.00
No. 5, " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₩ Doz
Superior Rat Trap....$15.00
Yankee Mouse Trap.... 5.50
Yankee Rat Trap.... 11.00

Trouser Hangers

Pullman No. 1, ₩ gro....$ 9.00
" 4, " " 27.00

Trowels, Mechanics'

Brade's Brick....30%
Disston's:
Brick and Pointing....25%
Plastering....30%
"Standard Brand" and Garden....30%
C. E. Jennings & Co.:
Brick....30%
Plastering....25%
Pointing....30%
W. & McP. Plastering....25%
"Rose" Brick, Plast'ng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₩ gross, net....$4.80
" " Tinned, ₩ gross, net.... 6.00
Wood Hdl., ₩ gross, net.... 4.80
Disston's....30%
Avery's, net ₩ gro....$8.00

Turf Edgers

Cronk's, net, ₩ doz....$4.00

Vegetable Slicers

Enterprise Mfg. Co....25%

Ventilating Sash Locks

Ives Patent....55%
Robinson's Patent....33⅓%

Vises

Oval slide....50&10%
Solid box....50@50&10%
Columbian Hdw. Co.:
Nos. 110 and over....50&5%
Nos. 100 and under....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel....40%
Coachmakers'....40%
Armstrong's:
Combination....50%
Plain and Hinge....50%
Bonney's Champion....60&10
Holland's....40%
Howard's....40%
Little Giant Bench....25&2½%
Lowell Hand....33⅓%
Massey:
Perfect....15%
Clincher....40%
Wood-working....15%
Planer....15%
Comb. Pipe....15%
Millers' Falls:
Mechanics'....10%
Oval Slide....60&10%
Ball Clamp....45&10%
Hand....15&10%
Moore's....30%
Prentiss....20@25%
Sargent's....40%
Snediker's....33⅓%
Stephens....33⅓%
Trenton....40@40&5%
Wright's Pipe....40%

SAW FILERS

Bonney's No. 1 & 3....40%
Wentworth's....40&10@50%

Wads, Gun

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks....30&2%
Mfg. Co's. steel....45%
Automobile....45%
Lane's steel....30&5%

Washer Cutters

Otis A. Smith's....20&10&10%

Water Motors

Rosenberg's, single, F. O. B. Balto....40%
" in Doz. Lots, Frt. Pd..40&10%

Wedges

	₩ Gro
Neverslip Anchor Wedges	
No. 0-01—3-x —4-x —4x } Top 1⅝"—1⅝"—1⅜"—1⅝" }	$3.60
2-0—Adze Eye Hammer	1.80
3-0—Large Machinist Hammer	1 20
7-0—Medium " "	1.80
6-0—Small " "	1.80
2-x—Hatchet	1.80

Weights, Hitching

Covert Mfg. Co....30&2%

Well Wheels

Japanned, 8 to 14 in....$4.00

Weed Extractors

"Pastime," ₩ doz., net....$1.75

Window Cleaners

Barnes Mfg. Co....40%
Boaley's Peerless....60%
Boaley's X. L. C. R....70%
Clayton's....25&10%
Phœnix....60%

Window Stop Adjusters

Ives' Patent....35%
Taplin's "Perfection"....35%

Wire Gauges

See Gauges.

Wire and Wire Goods

Brass wire.... Net List
Bright Wire Goods:
New list June 24, 1908....80&10%
Cast steel wire....50%
Copper wire....10%
Annealed & Tin. on spools....70&10&10%
Brass and Cop. on spools....60@60&10%
Market Wire, Bright or Annealed:
Nos. 6 to 9....80%
Nos. 10 to 18....80&2½%
Nos. 19 to 26....80&7½%
Nos. 27 to 36....80&2½%
Galvanized:
Nos. 19 to 26....75&10&5%
Coppered:
Nos. 6 to 9....75&5%
Nos. 15 to 18....75½&10&2½%
Tinned:
Nos. 6 to 14....75&10&2½%
Nos. 15 to 18....75&7½%
Cast steel....50%
Picture wire, list of Oct. 2, 1900....85&10@85&10&10%
Stub's steel wire....$3.00 to£ 33⅓

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting....80&5%
Painted screen cloth, good quality, ₩ 100 sq. ft....$1.35

Wire Rope

Plain....45&2½%
Galvanized....37½&2½%

Wire Rope Clips

Crosby....25%

Wire Stretchers

W. C. Heller's grip, ₩ doz....$1.50

Wrenches

Agricultural....75@75&10%
Alligator....70&10@75%
Baxter's....70&5@70&10%
Machinists....50%
Solid handle....50&10%
Bemis & Call's:
Briggs pattern....40%
Merrick " 50%
Steel Handle, nut....50%
Patent Combination black....40&5%
Patent Combination bright....40%
Improved Adjustable, S nut....40%
" " S pipe....40%
Boardman's....40%
Coes':
Genuine....40&10&5&5%
"Mechanics"....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer....40&10%
Eagle pipe....70%
Stillson pipe....65%
Acme....60&10%
Hercules....70%

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, ₩ gal....42@44c
Linseed, City, reg., boiled, ₩ gal....44@45c
Linseed, City, double, ₩ gal....45@46c
Out of Town, raw, ₩ gal....40@42c
Calcutta, raw, in barrels, ₩ gal....70c
Lard, prime city, ₩ gal....75@76c
Lard extra, No. 1....56@57c
Lard, No. 1....49@53c

Paints and Colors

Barytes, Foreign floated, ₩ ton....
$18.50@20.00
Barytes, American floated, ₩ ton $19.00
White Lead, American, dry, in bbls., ₩ lb....6¾c
White Lead, American, in oil, in lots of less than 500 lbs., ₩ lb. net....7¼c
In lots of 500 lbs. and over, ₩ lb....7¼c
White Lead Eng., in oil, ₩ lb....9¾@10c
Zinc, American dry, ₩ lb....5¾@6¾c

Putty, Commercial—₩ 100 lb

In bladders	$1.70 @1.85
In bbls or tubes	1.20 @1.45
In 1lb. to 5 lb cans	2 65 @2.95
In 12½ to 50 lb cans	1.50 @1.80

Spirits Turpentine

In regular bbls., per gallon....67@67½c
In machine bbls. " " ....67½@68c

Dry Colors

	₩ Lb
Blue, Chinese	21@23c
Blue, Prussian	22@23c
Blue, Ultramarine	14@15c
Sienna, Italian, burnt & powdered	3@3½c
Sienna, Italian, raw & powdered	3@3½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	3½@7c
Green, Paris, in kegs	27½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@5½c

Colors in Oil

Black, Lampblack	14@15c
Blue, Chinese	20@22c
Blue, Prussian	22@23c
Blue, Ultramarine	13@15c
Sienna, burnt	13@15c
Sienna, raw	13@15c
Umber, burnt	11@15c
Umbe .	11@15c

The INVINCIBLE "NORMAN"

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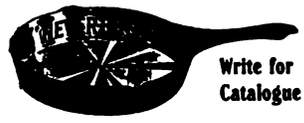
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American Bolt and Screw Case Co., Dayton, Ohio.

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Columbus Bolt Works, Columbus, O.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.

Box Corner Fasteners
Cary Mfg. Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York

Box Straps
Cary Mfg. Co., New York

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Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn

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F. E. Ellis & Son, Millidale, Conn.
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North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers
John Chatillon & Sons, New York

Clippers
Coates Clipper Mfg. Co., Worcester Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York

Clothes Pins
U. S. Clothes Pin Co., Montpelier, Vt.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coat, Hat and Ceiling Hooks
Parker Wire Goods Co., Worcester, Mass

Coffee and Spice Mills
Enterprise Mfg. Co. of Pa., Phila, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Combination Squares
A. W. Hight, Toledo, O.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Knives
Wilkinson Shear & Cutlery Co., Reading, Pa.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J
Walter A. Zelnicker Supply Co., St Louis, Mo.

Creamery Tin Ware
Atlantic Stamping Co., Rochester, N. Y

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Cutlery
Davies Automatic Shear Co., New York
Trout Hardware Co., Chicago, Ill.

Cutlery Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
Belden Machine Co., New Haven, Conn
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Dampers
Taylor & Boggis Foundry Co., Cleve., O

Diamond Tools
The Tanite Co., Stroudsburg, Pa.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Check and Spring (Blount)
The Yale & Towne Mfg. Co., New York.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.

Door Pulls
Parker Wire Goods Co., Worcester, Mass.

Draught Springs
Beecher Draught Spring Co., New Haven, Conn.

Drawer Pulls
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
Keuffel & Esser Co., New York
L. S. Starrett Co., Athol, Mass.

Drills, Bench
Chandler & Farquhar, Boston, Mass. (See Twist Drills)

Drills, Brick and Stone
Star Expansion Bolt Co., New York.

Drop Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
Peck Edge Tool Co., Cohoes, N. Y.

Egg Beaters
W. G. Browne Mfg. Co., Kingston, N.Y
Holt-Lyon Co., Tarrytown, N. Y.

Electric Cooking and Heating Apparatus
Prometheus Electric Co., New York.

Electric Whistle
O'Brien Electrophone Co., Hallowell, Me.

Electrolytic Voltmeter
Weston Electrical Instrument Co., Newark, N. J.

Elevators
Eaton & Prince Co., Chigcao, Ill.
Kimball Bros. Co., Council Bluffs, Iowa

Emery
Oriental Emery Co., New Haven, Conn.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Emery Wheel Dressers
Diamond Saw & Stamping Works, Buffalo, N. Y.

Enameled Wiring Rings
Star Expansion Bolt Co., New York.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Expansion Bolts
Star Expansion Bolt Co., New York.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.

Fences, Wire and Iron
Enterprise Foundry & Fence Co. Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Files
G & H. Barnett Co., Philadelphia
Carver File Co., Philadelphia, Pa.
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Filters
Champion Safety Lock Co., Geneva, O
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Marlin Fire Arms Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Escapes
Ohio Structural Iron Co., Sandusky, O.

Fishing Reels
A. F. Meiselbach & Bro., Newark, N. J

Fishing Tackle
Clark, Horrocks Co., Utica, N. Y.
E. J. Martin's Sons, Rockville, Conn.

"Fite Fire" (Fire Extinguisher)
Henry W. Landau, Newark, N. J.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
Enterprise Mfg. Co. of Pa., Philadelphia

Foot Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forging Drops
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forks
American Fork & Hoe Co., Cleveland, O

Freezers (Ice Cream)
North Bros. Mfg. Co., Philadelphia, Pa

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Frv-Pan Lids and Pot Covers
Kitchen Specialty Mfg. Co., Reading, Pa

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Wire
Fuller Bros. & Co., New York

Galvanized Ware
Atlantic Stamping Co., Rochester, N. Y

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Atlantic Stamping Co., Rochester, N. Y

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Cooking Ranges
Albany Foundry Co., Albany, N. Y.

Gas Heaters
Albany Foundry Co., Albany, N. Y.

Gas Industrial Appliances
Albany Foundry Co., Albany, N. Y.

Gas Machines and Mixers
C. M. Kemp Mfg. Co., Baltimore, Md.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gas Ranges
Albany Foundry Co., Albany, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt
Stanley Rule and Level Co., New York.

Gauges, Recording
The Bristol Co., Waterbury, Conn.

Glass Cutters
W. L. Barrett, Bristol, Conn.

Glue
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Gongs
Frank Mossberg Co., Attleboro, Mass.

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O.

Graphite
Jos. Dixon Crucible Co, Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Wilkinson Shear & Cutlery Co., Reading, Pa.

Grass Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Gummers, Saw
Henry Disston & Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Trout Hardware Co., Chicago, Ill.

Hack Saw Blades
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saw Frames
E. C. Atkins & Co., Indianapolis, Ind.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws
E. C. Atkins & Co., Indianapolis, Ind.
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y

Hammers
Henry Cheney Hammer Co., Little Falls, N. Y.
Stanley Rule & Level Co., New York

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand and Foot Power Grinders
Royal Mfg. Co., Lancaster, Pa.

Handles
Walter A. Zelnicker Supply Co., St Louis, Mo.

Handles, Tool
Berger Bros. Co., Philadelphia

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Jobbers
Kelley-How-Thomson Co., Duluth, Minn.
Trout Hardware Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
Robert Murray, New York

Hardware Specialties
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
H. B. Ives Co., New Haven, Conn.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Parker Wire Goods Co., Worcester, Mass.
Taylor & Boggis Foundry Co., Cleveland, O.

Harness Dressing
Frank Miller Co., New York, N. Y.

Hatchets
Peck Edge Tool Co., Cohoes, N. Y.

Hasps and Staples
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.

Hedge Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hinges
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co. Chicago.

Hinges, Spring
Niles Mfg. Co., Chicago

Hoes
American Fork & Hoe Co., Cleveland, O

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware, Steel
Avery Stamping Co., Cleveland, O.

Hones, Razor
S. R. Droescher, New York.
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hooks
Berger Bros. Co., Philadelphia

Hooks, Belt
The Bristol Co., Waterbury, Conn.

Hooks, Folding, For Garments
The Clift Co., Cleveland, Ohio.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn
Standard Horse Nail Co., New Brighton, Pa.

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Horse Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City N. J.

Household Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
North Bros., Mfg. Co., Philadelphia

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.

Importers
S. Guiterman & Co., Ltd., London and New York.

Inclinometers
Russell-Kimball Mfg. Co., Dunkirk N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Kerosene Furnaces
Barthel Blow Lamp Co., Boston, Mass.

Kettles, Steel Cooking
Avery Stamping Co., Cleveland, O.

Kitchen Cutlery
Wilkinson Shear & Cutlery Co., Reading, Pa.

"Klenzola" (Soap)
The Klenzola Co., Erie, Pa.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Labels, Gummed
Dayton Label Co., Dayton, O.

Ladders, Folding
Berger Bros. Co., Philadelphia

Ladders (Rolling)
Bicycle Step Ladder Co., Chicago, Ill.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Landing Nets, Ring, Staff
A. F. Meisselbach & Bro., Newark, N. J.

Lawn Fences
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Lawn Mowers
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Lawn Mower Grinders
Root Bros. Co., Plymouth, Ohio.

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialy Co., Erie, Pa.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Baker-McMillen Co., Akron, Ohio.
Russell-Kimball Mfg. Co., Dunkirk, N. Y.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels, Semi-Circular
Russell-Kimball Mfg. Co., Dunkirk N. Y.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lumber Crayons
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Lunch Boxes (Folding)
Rochester Lunch Box Mfg. Co., Rochester, N. Y.

Machinists' Supplies
Diamond Saw & Stamping Works, Buffalo, N. Y.

Machinists' Tools
Henry Disston & Sons, Inc., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Mallets
Stanley Rule & Level Co., New York

Manufacturers' Agents
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.

Masons' Levels
Baker-McMillen Co., Akron, Ohio.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa. Phila.

Measuring Tapes
Alfred Field & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.

Mechanics' White Tape
Morgan & Wright, Detroit, Mich.

Metal Novelties
Frank Mossberg Co., Attleboro, Mass.

Metal Shingles
Cortright Metal Roofing Co., Philadelphia.
Montross Metal Shingle Co., Camden, N. J.

Metal Workers' Crayons
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Mills, Coffee and Spice
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Motor Cycles and Accessories
Thomas Auto-Bi Co., Buffalo, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nail Pullers
Belden Machine Co., New Haven, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
L. S. Starrett Co., Athol, Mass.

Needles
Alfred Field & Co., New York

"Neverslip" Anchor Wedges
Neverslip Anchor Wedge Co., Auburn, N. Y.

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans
Atlantic Stamping Co., Rochester, N. Y
A. F. Meisselbach & Bro., Newark, N. J.

Oil Heaters
Novelty Mfg. Co., Jackson, Mich.
Roberts & Mander Stove Co., Philadelphia, Pa.

Oil Stones
S. R. Droescher, New York.
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
Trout Hardware Co., Chicago, Ill.

Paper Clips
Cushman & Denison, New York
U. S. Clothes Pin Co., Montpelier, Vt.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Photograph Clips
U. S. Clothes Pin Co., Montpelier, Vt.

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Wrenches
Belden Machine Co., New Haven, Conn.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
Stanley Rule & Level Co., New York

Plated Ware
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
John Chatillon & Sons, New York
Alfred Field & Co., New York

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Plate Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Hoffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Hoffman, Indianapolis, Ind. and New York

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Poultry Specialties
Keyes-Davis Co., Ltd., Battle Creek, Mich.

Power Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
American Fork & Hoe Co., Cleveland, O.

Ratchet Stocks
C. M. Kemp Mfg. Co., Baltimore, Md.

Razors
Alfred Field & Co., New York
Geneva Cutlery Co., Geneva, N. Y.
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Rifles
Hamilton Rifle Co., Plymouth, Mich.
Marlin Fire Arms Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivet Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Rivets
Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton, Pa.

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing Bracket
W. S. Griswold & Co., Springfield, Mass

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
American Sheet & Tin Plate Co., Pittsburgh, Pa.
Berger Bros. Co., Philadelphia
Stowell Mfg. Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co., Jersey City, N. J.

Rug and Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.

Safety Razors
The Herbrand Co., Fremont, O.

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
E. C. Atkins & Co., Indianapolis, Ind.
Diamond Saw & Stamping Works, Buffalo, N. Y.
Henry Disston & Sons, Phila., Pa.

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York

Scales
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago.

Scissors, Automatic
Davies Automatic Shear Co., New York.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screwless Shears and Scissors
Davies Automatic Shear Co., New York.

Screws
Robert Murray, New York

Screw Drivers
North Bros., Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Eyes, Screw Hooks
Parker Wire Goods Co., Worcester, Mass.

Screw Thread Rolling Machines
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.

Screw Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Screw Wrenches
Bemis & Call Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
American Fork & Hoe Co., Cleveland. O

Scythe Stones
Pike Mfg. Co., Pike, N. H.

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Seed Sowers
Cyclone Seeder Co., Urbana, Ind.

Self-Heating Flat Irons
Imperial Brass Mfg. Co., Chicago, Ill.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Sheep Shears
Wilkinson Shear & Cutlery Co., Reading, Pa.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Marlin Fire Arms Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Cleaners ("Klondyke")
Avery Stamping Co., Cleveland, Ohio

Sink Brushes
Parker Wire Goods Co., Worcester, Mass.

Skewers
John Chatillon & Sons, New York

Slater' Tools
Belden Machine Co., New Haven. Conn

Slaw Cutters
Henry Disston Sons, & Philadelphia, Pa.
Enterprise Mfg. Co. of Pa., Phila.

Snap Hose Coupling
Nelson & Morrison Mfg. Co., Peoria, Il.

Snow Shovels ("Alaska")
Avery Stamping Co., Cleveland, Ohio.

Soapstone Crayons
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

Solder
Berger Bros. Co., Philadelphia

Spark Plugs
National Sales Corporation, New York

Speaking Tubes
Berger Bros. Co., Philadelphia

Special Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Spiders, Steel
Avery Stamping Co., Clevcland, O.

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
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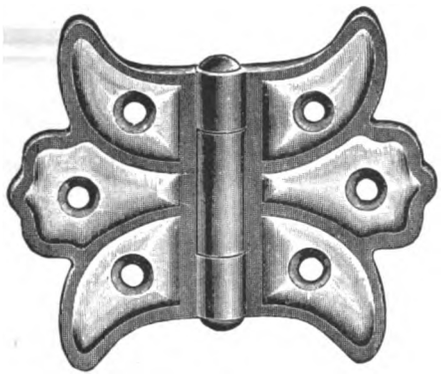
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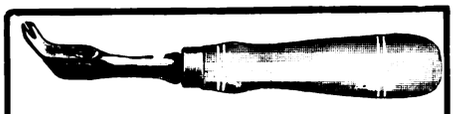


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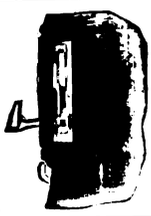
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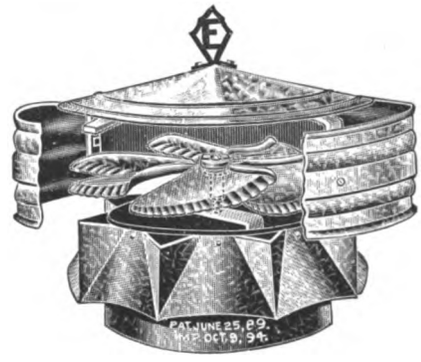


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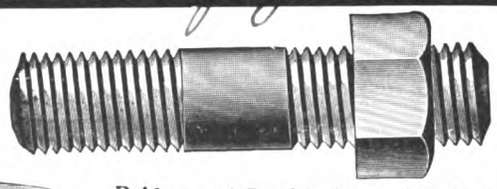
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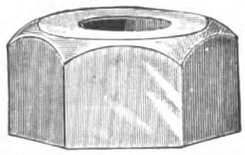


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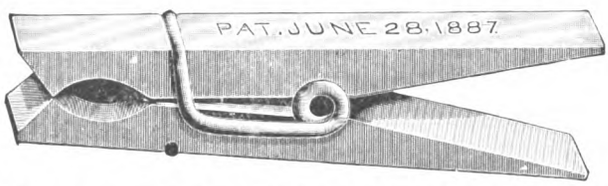
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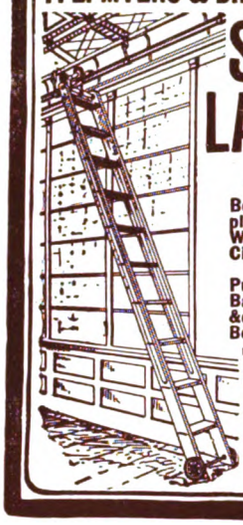
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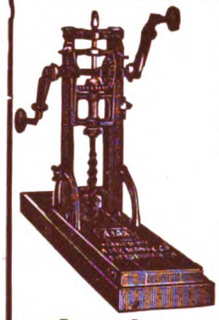
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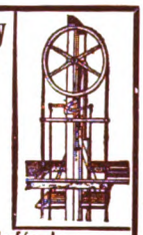
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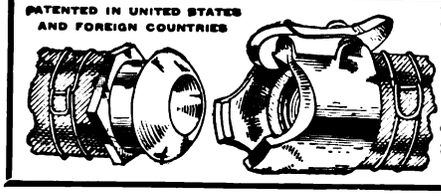
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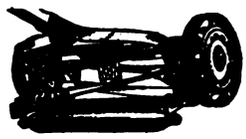
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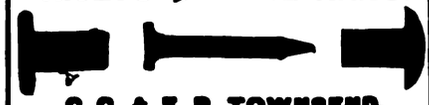
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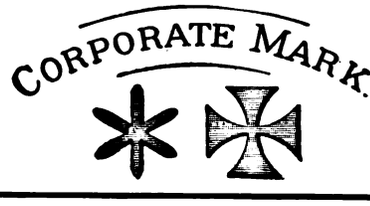
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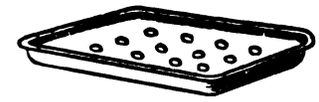
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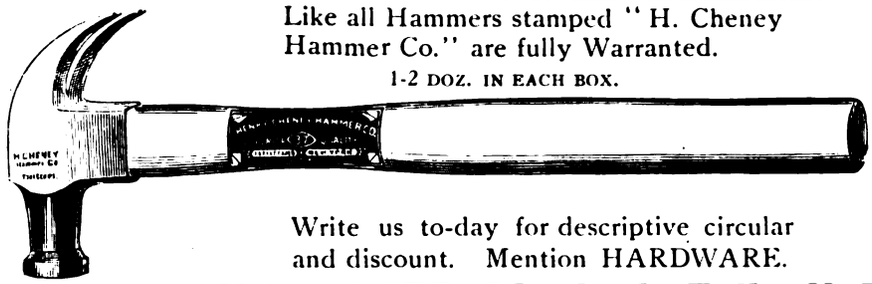
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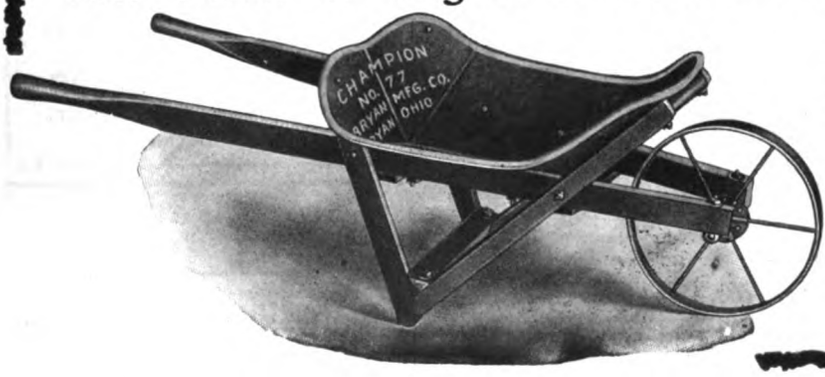
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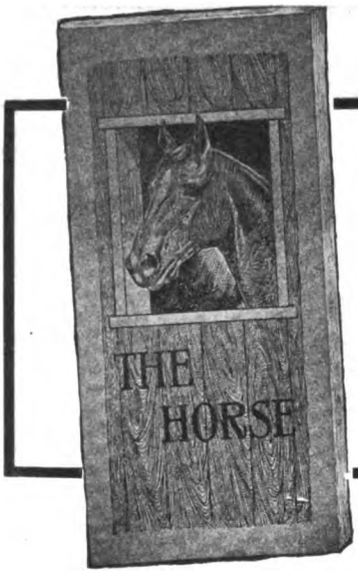


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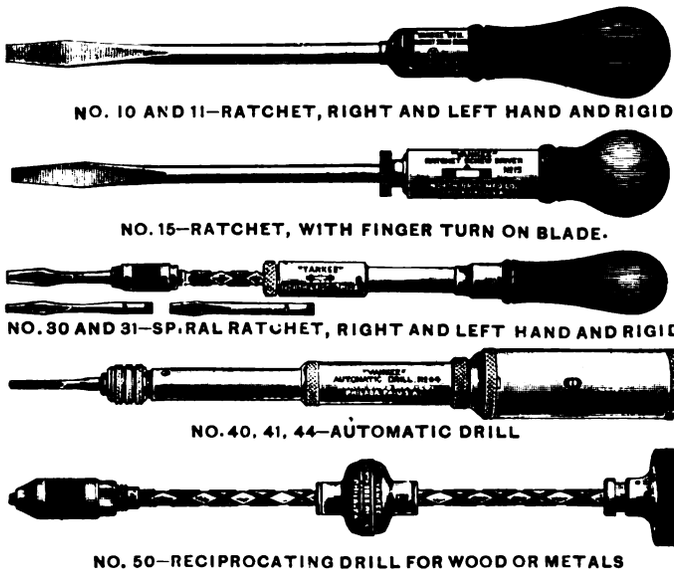


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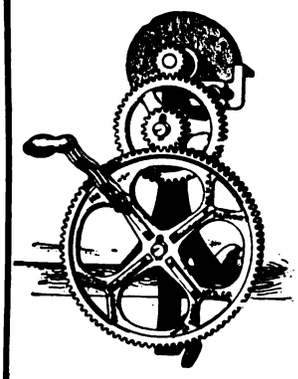
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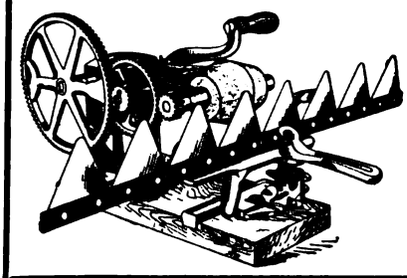
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Reverse side of "BAY STATE" Barber's Clipper, showing corrugations.

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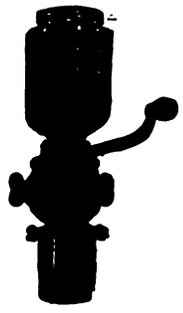
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The Crystal Coffee Mill



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We show herewith four fine money-makers for the Hardware Dealer.

THE CRYSTAL COFFEE MILL with glass hopper and tumbler, the most perfect mill made and with it the most discriminating customers can be interested. Its superior advantages are apparent at sight.

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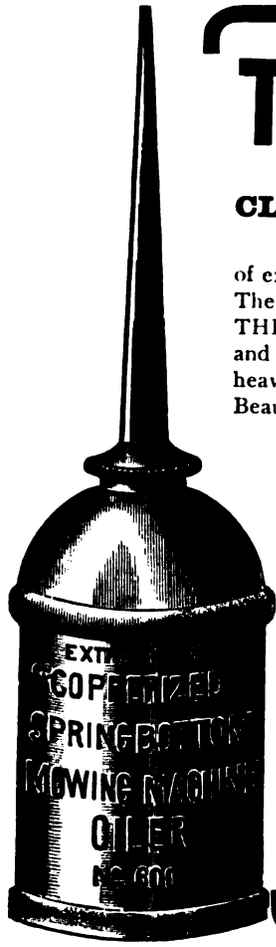
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Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities*. You will find them in use in the *finest buildings*.



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Special Price on Large Orders from the Jobbing Trade.

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STARRETT STEEL TAPE

They have the good points of other steel tapes and are MORE EASILY READ.

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This is the Glass

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Superiority over all other levels. It is encased in heavy elastic bearings and an outer heavy glass gives

Absolute Protection Against Breakage

Akron Levels can be easily read in any position at a distance, and in many other ways are superior levels.

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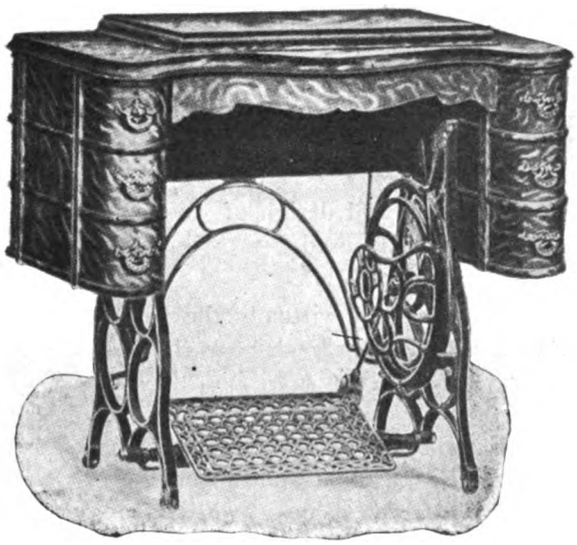


PRACTICAL HINTS FOR THE HARDWARE DEALER IN RETAILING SEWING MACHINES

BY G. H. DIRHOLD

THERE is a reason for all things. Certain it is, there is a reason why the Hardware trade should take up and push the sale of sewing machines. If you will invest a small sum of money in a few good, high-grade sewing machines and try the business for six months or one year, you will easily convince yourself of this fact.

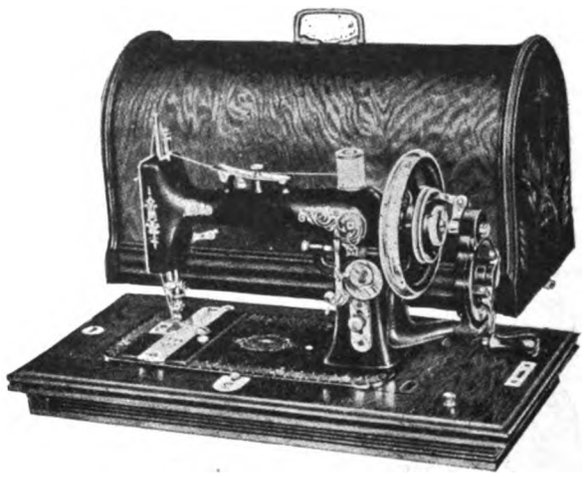
A small space set off in the front part of the store is all that is needed, keeping in mind the fact that a good floor display is always a good investment as an advertisement, especially with an article that may be considered exclusively a side line. You can take charge of the sewing machine department yourself, or as a great many



MODERN TYPE OF DROP HEAD

dealers do, place it in care of one of the employees, allowing a small commission on each machine sold as an incentive to study the line and take an active, pushing interest in it. You will find the sewing machine business is just as certain and just as profitable as any other side line, and no branch of your business will pay a better profit for the investment than a good line of up-to-date family sewing machines.

As I use the term machine, it applies to the complete instrument with its outfit, as sold for ordinary family use. I make three different divisions, as follows:



HAND MACHINE WITH COVER AND WOOD BASE

First—The head, which is complete in itself, ready to be placed on the stand, and it includes the shuttle.

Second—The stand, composed of the castings, woodwork and trimmings.

Third—The accessories, which include the tools and attachments that are given free.

The mechanism in all vibrating or reciprocating shuttle machines is very similar. In fact, the principle is practically the same, but the manner in which this principle is applied usually marks the difference between a good machine and a poor machine. The chief distinguishing features in sewing machine heads is the "tension" and the "take-up." There is the disc tension (a little wheel on the side of the head), the most popular device now in use and found on most of the old line, high-priced, standard machines of to-day. Then there is the flat tension (a steel plate on the saddle of the arm), and still preferred by many, because they are used to it and have seen

it on the machines used by their grandparents and forefathers. The round or disc tension is considered by all modern authorities to be the best, for the reason that the thread passing between the two discs, controlled by a spring having an equal pressure at all times, is positive. In the flat tension, composed of two flat pieces of metal,



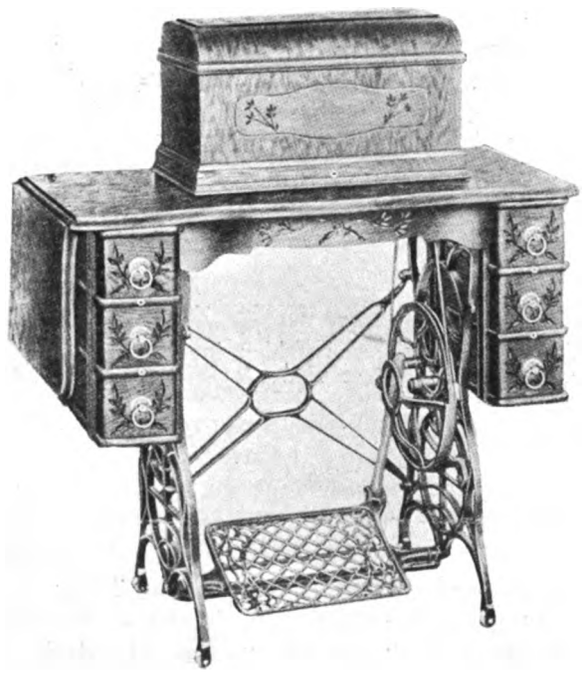
FULL CABINET STYLE

constant use will of necessity wear a groove, then the control of the thread is not as positive as in the disc tension.

Closely related to the tension principle is the mechanism which completes or draws together the stitch. The two forms of take-up used to-day are:

First—The independent take-up.

Second—The needle bar take-up.

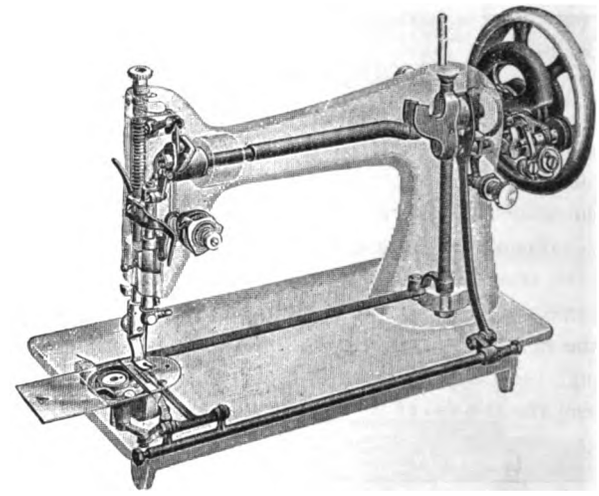


UPRIGHT COVER STYLE

The advantage of the independent take-up arises from the perfect and positive handling of the thread in forming the stitch. It allows of more time for the shuttle to pass through the loop formed by the upper thread, the take-up remaining stationary while the needle bar is rising. It then rises in quicker time than the needle bar itself, and completes its office before the needle bar has reached its highest point. The needle bar take-up, on the contrary, commences to take up slack thread at the moment the needle bar commences to rise. Its continuous movement has a tendency to draw the loop more closely around the shuttle and raise it from its carrier, and with the tendency to make the machine rattle and noisy.

The stand of the machine is the iron part on which the table rests, and is, therefore, allied to the running efficiency of the machine, or head part itself. All machinery depends on the speed of the fly-wheels, and in sewing machines the large drive wheel of the iron stand enters largely into the question of smooth, quiet and noiseless operation. To insure smooth and noiseless running the ball bearing stand was introduced, practically overcoming all friction and also largely increasing the speed.

In considering the woodwork you should notice:



SKELETON CUT SHOWING TYPE OF OSCILLATING HOOK SEWING MACHINE

First—The style and design of woodwork.

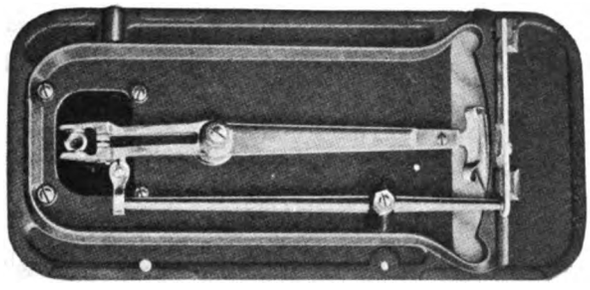
Second—The wood used.

Third—The finish.

The attachments are virtually the various tools with which to do the different kinds of work. Attachments go with every good machine. In fact, they are a part and parcel of it. You can usually tell a cheap machine at once, by seeing it either with cheap attachments, or being sold or advertised without attachments.

The above analysis is made with the idea of giving you some facts so that you can readily know your sewing machine, and talk it up in an intelligent manner. In talking and showing up your sewing machine, first present to view the face part of the cabinet or woodwork. Point out to the customer the drawer arrangement, and if it should be a drop-head pattern of machine, the convenience of the lifting table, also the ease with which the head can be brought up for instant use and sewing. Then dwell upon the mechanical construction of the machine, its extreme simplicity, its hardened parts and durability.

and how easy all lost motion can be taken up in a few minutes, and which practically insures the machine lasting a lifetime. Then give a further brief and comparative outline of any other desirable features embodied in the machine. State in talk, forcibly and strongly, of the range of its work, its ease of operation and its light and noiseless running quality. Last, but not least, I would take out the instruction book and show the customer how

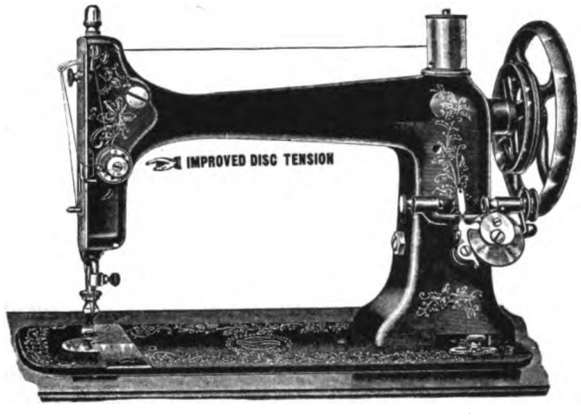


UNDER VIEW OF VIBRATING SHUTTLE HEAD

complete and comprehensive it is, and yet the wording and illustrations so simple, so plain and so practical as to enable any person to understand at once how to operate this noiseless, easy-running and simple sewing machine that you are selling.

If you have made a study of the machine and can yourself show and explain the use of the various attachments, I would proceed somewhat as follows:

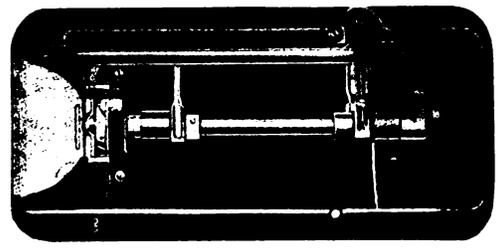
I would begin with the small hemmer or feller. I would make a hem and sew on lace edging at the same time. When hemming and sewing on lace at the same time the trouble with most beginners is that they let the lace ride away from the hem. To keep it on the hem, let the hem get a good start and then place the lace through the guide and proceed as in ordinary hemming, keeping the lace even with the hem. Next the ruffles—



VIEW OF HEAD SHOWING DISC TENSION AND INDEPENDENT TAKE UP

sewing on a band and gathering at the same time. In using the tucker, and to do nice, even work and make tucks of uniform width, care should be taken not to press too hard on the goods with the left hand. There should be no pressure on the goods whatever, but hold the folded edge close against the guide, keeping the right hand on a straight line with the needle.

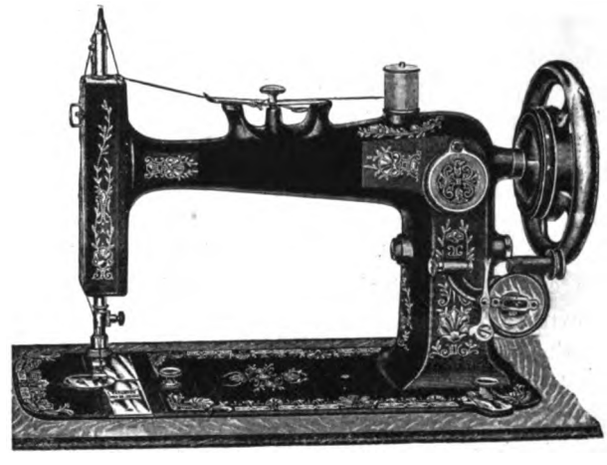
Now, for that class of dealers who have not the time nor the inclination to learn the use of the various attachments, the following line of argument may be found useful: If the customer should want to know about the attachment work, tell her frankly that you are no operator, but that there is no reason why your machine, in the hands of any customer, should not sew as well as those sold almost entirely on their ability to do fancy work. Impress upon her strongly that you guarantee your machine to do family sewing of any and all kinds, that your machine is always ready to do that perfectly, on any and



UNDER VIEW OF ROTARY HEAD

every kind of goods. Instruct her with the use of the instruction book how to thread the machine properly, also how to thread and replace the shuttle, how to regulate the stitch, and how to shorten and lengthen the stitch. Tell her frankly that you have just purchased a line of these popular and easy running machines, and the line being new to you, you have not yet mastered it as thoroughly as you would like. It is more than probable that your customer will know more about the machine in a few minutes trial than you could tell her in an hour. Yet all this time use your best endeavors to inspire her with confidence in the machine. Compliment her on her ability to operate it successfully, so that when you get through she is satisfied that she can successfully manege it and do the work she requires of it.

One of my patrons recently told me the following expe-



VIEW OF HEAD SHOWING FLAT TENSION AND NEEDLE BAR TAKE UP

rience: "One of his rural customers told him one day that the sewing machine he bought from a catalogue house was very unsatisfactory. After some bargaining the dealer finally agreed to let him have one of his blank machines in exchange, and a modest sum to boot. Then the dealer placed the old machine on display in his show-window with a card briefly telling all the circumstances." Needless to say, it stirred up a lot of sewing machine interest and gave the dealer just the opportunity wanted to talk his machines to his trade.

BLACK JACKS AND LEATHER BOTTLES

THE PROTOTYPE OF METAL JUGS, FLAGONS, PEWTER MUGS AND CANS

BY FRED. W. BURGESS

"Be the Jacks fair within, the Jills fair without."
Taming of the Shrew. Act IV, 1.

IN THE words quoted above, Shakespeare is said to have played upon the name of a vessel whch proved so useful in times when more fragile receptacles would soon have been broken. Leather is one of the most lasting materials, and it has been put to many uses, among which black jacks formed no unimportant part. These strong, hand-sewn vessels, shaped into more or less graceful forms, with handles and lids which could not be wrenched off, were the jugs in which the good home-brewed ale of the village hostlery and the city tavern was handed round, filling in turn the leather drinking cups, shaped much in the same forms as the pewter tankards with the sale of which Hardware retailers are familiar.

The shoemaker is said to affirm, "There is nothing like leather:" perhaps the hardwareman may say, "Nothing like metal!" But there was a time when the primitive craftsman, often the village metal worker, too, made these tankards, so many specimens of which have been preserved, and handed down from father to son. Some have shields of arms and embossed initials and monograms. Many were silver mounted, and others strengthened and embellished with brass or copper mounts had sliding hinges to the covers. Here and there a leather jack may be met with in England occupying the place of honor in the mantlepiece of the bar-parlor of an ancient inn, and it is pointed out with pride as one of the relics indicative of the standing of the hostlery, which perhaps saw its palmy days long before either railway train or stage coach invaded the rustic quietude of the village or town where it is still to be seen.

In these days of refinement, such jugs and cups would be looked down upon with scorn. It will, therefore, be a surprise to some that there is at least one quaint spot where leather drinking cups are still in daily use. Yet those Americans who have met and conversed with the old pensioners of Chelsea Hospital, when in London, will scarcely wonder at the fact that these old soldiers, dressed in quaint Tudor costumes, quaff their daily draught of ale out of small black jacks which, like themselves, have seen such active service.

The large black jacks, the prototypes of pewter and metal tankards, varied in size and in form too, some being remarkably clumsy, the work of local craftsmen; others, notably those bearing the maker's initials, "I. S.," being of well-defined shapes and evidently made by skillful hands. Some of these measure fully one foot nine inches in height, and ten or eleven inches in the widest part. In many cases the bottoms are fully five-eighths of an inch thick, and the handles, cut from solid leather, equally as strong. The stitching is regular, and long use has solidified the whole, making the jack not only strong but rigid.

Not a few of these antiquities have found their way into the States. A fine old jack was recently brought to light there, and a drawing of it was sent to the writer for identification. This old jack which had been handed down as a heirloom, had upon it the maker's initials, a hall-mark, and an inscription indicating that it originally

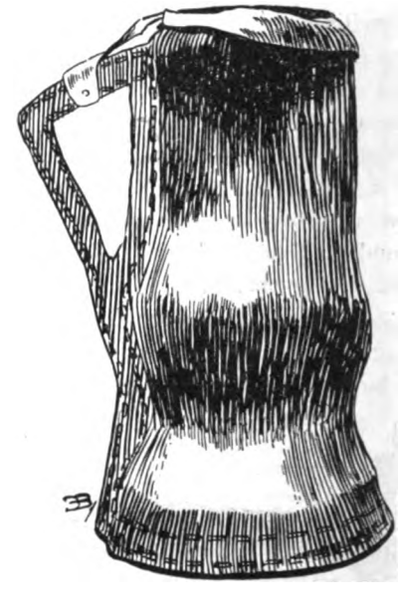


FIG 1

belonged to one of the old taverns in Fleet Street, London, which was destroyed in the great fire in 1666. Museums are the natural abiding places of many interesting curiosities, not a few of which were once sold by old world Hardwaremen. Among the treasures of the Guildhall museum in London is a fine old black jack with cup-shaped lid, hinged with a metal plate which slides along the handle, and terminates in a pointed ornamental plate on the top. This fine specimen (see illustration, Fig. 1) was found in Bedford Street, Strand, a few years ago. Another tall jug with angular handle, now in the museum, was discovered on Tower Hill. There is no doubt that these vessels were common enough in the seventeenth century, and in several instances gave the name of the tavern where possibly more than the usual number were in use. The "Black Jack" tavern in Clare

Market was the favorite resort of theatrical performers, including Joe Miller, the Drury Lane tragedian, whose tomb is in St. Clement Dane's churchyard. Heywood in his Philocochonista says, "Small jacks wee have in many ale-houses of the Citie and suburbs, tipt with silver, besides the great jacks and hombards at the Court, which when Frenchmen first saw them they reported at their returne to their country that Englishmen used to drink out of their bootes." Some of these little cups are very handsome, and have silver bands and rims, often embellished with shields and engraved with coats of arms



FIG. 2

and inscriptions. Some of the black jacks preserved have been in the possession of royalty, notably an example bearing the cyphor "C. R." (now in the British Museum.) The small jack illustrated in Fig. 2 is in the Victoria and Albert Museum at South Kensington.

Closely allied with black jacks are the leather bottles used principally at that period. The massive leather bottle, at one time used as the sign of the "Old Leather Bottle" Inn, is in the Guildhall museum side by side with a horn and a curious bottle once used by the keepers of Epping forest. It is probably of seventeenth century workmanship and is the type of many such vessels formerly used to carry water frequently from wells far distant. The length of time such vessels were in use proved that none of the more modern materials—metallic or earthenware—were so serviceable and so economical.

The seventeenth century costrels or leather bottles, one of which is here illustrated (see Fig. 3) undoubtedly stood much hard wear, although they evidently ceased in course of time to be watertight, for the old song has it.

"And when the bottle at last grows old,
And will good liquor no longer hold,
Out of the side you make a clout,
To mend your shoes when they're worn out;
Or take and hang it upon a pin,
'Twill serve to put hinges and odd things in."

From these lines it would seem that even worn-out bottles were put to a good purpose, and used up as shoe leather, and as receptacles for odd Hardware.

There appears to have been "funny" craftsmen even in the sixteenth century, for a leather costrel or bottle shaped like a pocket pistol was found in St. Anne's Well, near Nottingham, some years ago. It was ornamented with herring-bone pattern and embossed and banded with metal. The round leather bottle of the period of Charles I is well known to connoisseurs of that period. There is a bottle with a strap and brass screw cap in the Hull Museum, and in other collections specimens having straps attached ready for slinging are met with, as well as many varieties of the costrel form.

These momentoes of past days and old customs are very interesting, but after all it is the black jack—large and small—which claim the chief attraction in this leathern group. Its charms have often been told in prose and verse, and we can well imagine the roystering cavaliers with black jack in hand would sing the ballad, the first verse of which runs.

"No tankard, flagon, bottle or jug,
Are half so good, or so well can hold tug;
For when they are broken or full of cracks,
Then must they fly to the brave black jacks.

CHORUS

And I wish his heiress may never want sack,
That first invented the bonny black jack."

Such old-world articles recall days when other methods of trading prevailed. The smart, up-to-date trader may regard them as beyond his ken or too old to claim his attention; yet after all it is true that "there is nothing

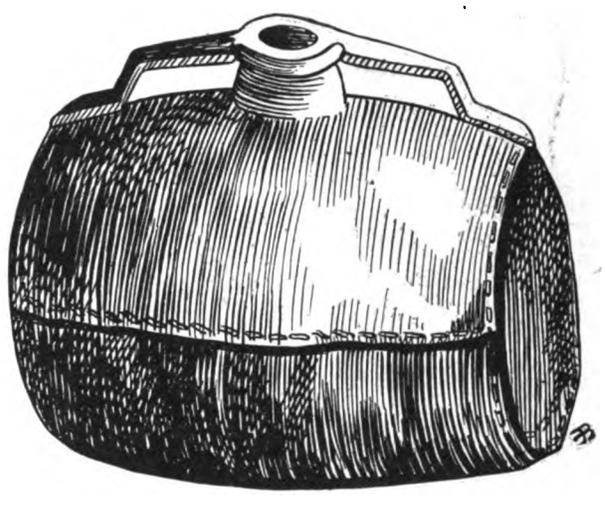


FIG. 3

new under the sun," and even the most modern vessel, tool, or machine, sold by Hardwaremen to-day has been modeled, although perhaps "improved" beyond recognition, upon articles in common use centuries ago.

PECULIAR ACCIDENT AT TOULON, ILL.

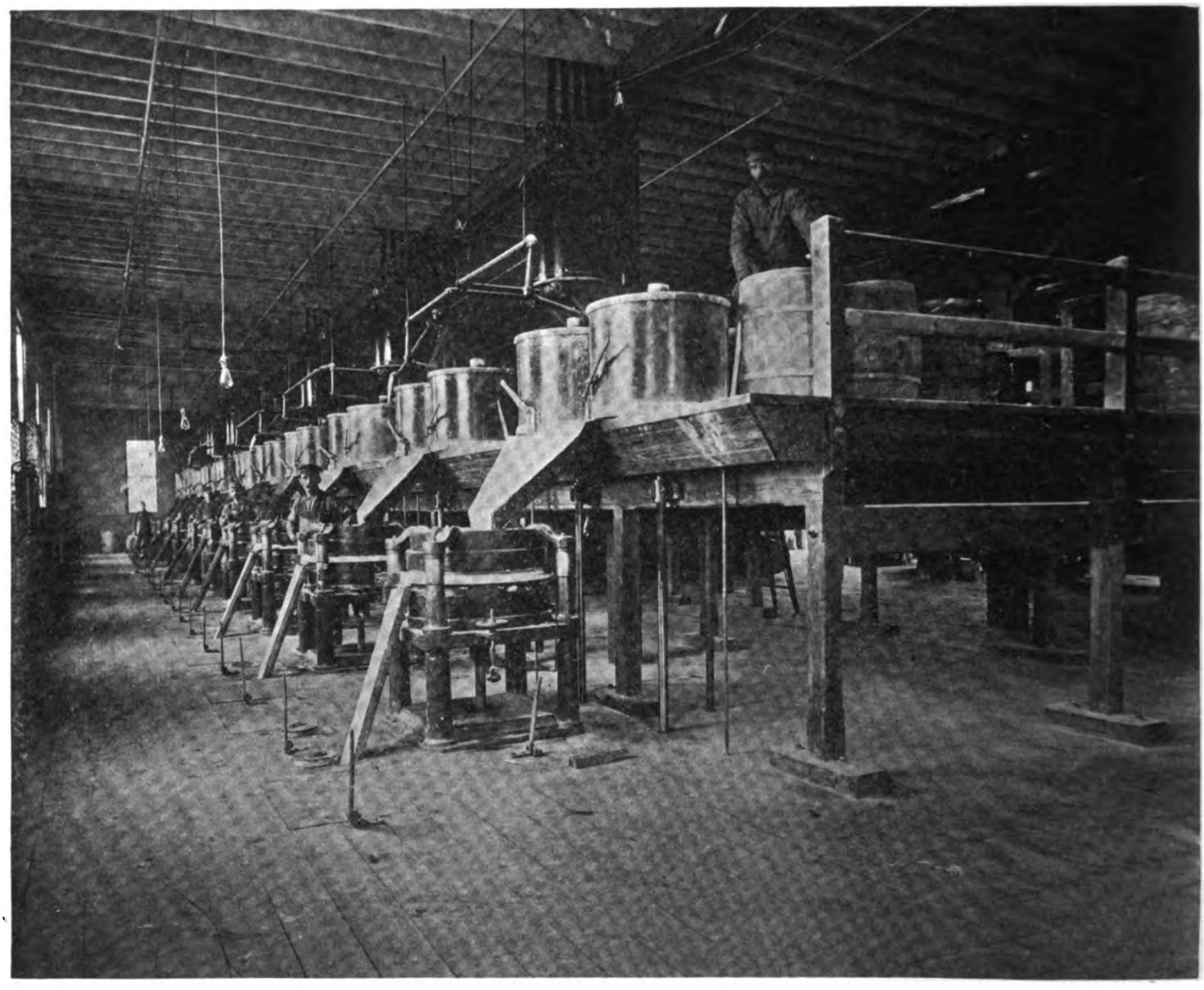
Three men lost their ears and twenty others were badly cut in the faces by fiying glass resulting from an explosion in the Hardware store of Wheeler & Co., on September 12, at Toulon, a small town in Illinois. A fire had been discovered in the building and a large crowd immediately gathered in front of the store, thus exposing themselves to the shower of broken plate glass, the windows being suddenly blown outward with terrific force.

MODERN PAINT

BY GEORGE B. HECKEL, SECRETARY OF THE PAINT MANUFACTURERS' ASSOCIATION OF THE UNITED STATES*

SOME time since the writer made a calculation, based on certain known factors, such as the consumption of zinc oxide, white lead, linseed oil, etc., which indicated the annual consumption of paints of all kinds, ready for the brush, to exceed 150,000,000 gallons, with a total selling value of not less than $200,000,000.

Here is a vast modern industry, of which very little is known by the average layman, but which has been systematized to the last point of economy and effectiveness. There are paint concerns in the United States which were engaged in the business before the revolutionary war; there are others which have entered the field within the past two or three decades and during that time have grown to almost world-wide proportions. Several of them produce, besides paint, many of the more important raw materials, such as white and red lead, linseed oil, etc., used in their products. Some of them have fully equipped plants in various parts of the country and employ in the factory work thousands of hands, besides giving occupation to an army of clerks, salesmen, etc.



MIXING AND GRINDING ROOM OF MODERN PAINT FACTORY. THE INGREDIENTS FALL IN PROPER PROPORTIONS FROM TANKS ON THE FLOOR ABOVE TO THE POWER MIXERS, AND AFTER THOROUGH MIXING ARE GROUND IN SPECIAL STONE MILLS

The channels of distribution to the consuming public are the paint, Hardware and drug stores and the master painters. Very little paint is sold directly to the consumer, though the mail order and the catalogue houses do, in the aggregate, handle a large volume of material. As a rule, however, the quality of the goods supplied by

*This is the second of a series of three articles by Mr. Heckel on paints and paint sellers. The next of the series, "Paint Seller and Paint User," will appear in an early issue.

these concerns quickly exhausts the buying ardor of any given locality and the trade returns to the local merchant. In a previous article on this topic, the writer alluded to the development of this industry in the United States from the days when "paint" signified a mixture of white lead, linseed oil, turpentine and certain tinting colors. This development has kept pace with the progress of civilization and industry in the country, so that the term "paint" as applied to-day covers a vastly diversified product.

A glance over the catalogue of any large manufacturer will show that specialization is extreme. There are house paints (interior and exterior), barn paints, roof paints, floor paints, buggy paints, agricultural implement paint, wagon paints, carriage and coach colors, chair paints, enamel paints, gloss paints, telegraph cross-arm paints, distemper paints, fresco colors, graining colors, and so on *ad infinitum*. Furthermore, if the manufacturers' instructions for applying paints be read, it will be found that for each different kind of wood or condition of work a different method of tempering the paint is recommended.

All this means that the technical chemist—the expert who knows—has been at work testing, trying, comparing. He has found, for example, that the old rule that worked well enough when "wood" meant white pine, oak or maple, is all awry in the days when "wood" means any old thing that the lumberman can saw out of trees. The compound that will cling like the shirt of Nessus to the friendly surface of clear, dry white pine, washed free of acids in the leisurely drift of the lumber raft from boom to saw mill, recoils irreconcilably from the resin-exuding surface of yellow pine felled, sawed, planed and "seasoned" almost in a day.

Yet the modern paint manufacturer must produce paint that, without complicated modification at the hands of the user, will give reasonably satisfactory results when used on any one of some twenty or more different kinds of lumber, none of which is properly seasoned for the reception of paint. That it gives satisfaction in ninety-five cases out of every hundred is one of the triumphs of modern technical industry.

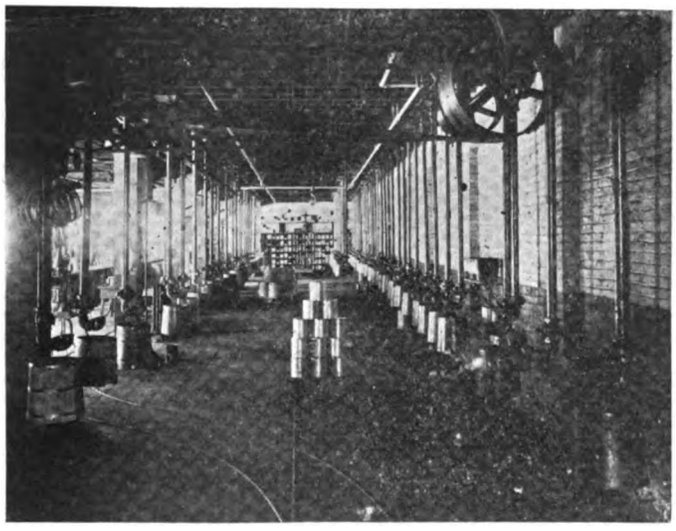


FILLING ROOM OF A MODERN PAINT FACTORY. THE MATERIALS FALL BY GRAVITY FROM OVERHEAD TANKS.

The evolution of modern paint began in an inventor's happy thought. Just before the beginning of the civil war an inventive genius patented a formula for a ready-for-use paint. The convenience of the new product took the popular fancy, and within a dozen years the market was full of "patent paints," most of them based on the emulsion idea—that is the use of an alkali or something similar to hold the pigments in suspension and give a fictitious "body" to the product.

The emulsion paint is now a thing of the past, except

among the cheaper products of mail order houses and those regular producers who have inherited a bad tradition. Nevertheless, it would be improper to dismiss them with nothing more than a sneer. Scores of them were most ingenious and managed, for very little money, to give results better than those to which consumers of earlier forms of paint were accustomed. Such paints still retain some popularity in the agricultural districts and this demand has kept alive certain antique brands which have elsewhere been entirely superceded. It was competition that drove the paint manufacturers to study conditions and to improve their products. The earliest competition was in price. The ingenuity of the manufac-



FILLING ROOM OF A MODERN PAINT FACTORY. THE PACKAGES ARE FILLED AND WEIGHED OR MEASURED AUTOMATICALLY

turers was constantly exercised to produce paint which would satisfy the consumer and at the same time undersell his competitor. This inevitably led to degradation of the product, but in the course of this degradation the manufacturer—or the paint chemist whose services came into demand at this period—learned some very useful facts about pigments and paint liquids and their properties.

When the fight on price had reached its ultimate limit, the modern competition in economic quality began. Some of the irresponsible manufacturers had reduced the practice of extenuation to an absurdity. There were paints on the market composed chiefly of water, fish oil, petroleum and inert pigments stained with color. No reputable manufacturer could afford to compete with these; and besides there has always been manufacturers (who are still the leading exponents of the industry) whose first care was not "how cheap" but "how good."

In a previous paper the writer has indicated the limitations to which the paint industry was subject until after the middle of the last century. The first step towards better conditions was made by the substitution of white lead and colors ground in oil for the old form of dry lead and colors ground (or as the Germans still say, "rubbed up") in oil by the painter. The substitution of the power-mill and mixer for the final operation was the next natural step. When this substitution was made we had modern prepared paints, in form if not in substance.

The substance of modern paint has been evolved slowly and through many experiments, mistakes and failures by the paint chemist, the paint manufacturer, and the expert industrial consumers. In this work Dr. Dudley and his associate, Mr. Pease, of the Pennsylvania Railroad, occupy a prominent place. Naturally the success of prepared paint has aroused opposition from conflicting interests, the principal attack being against the use of certain reinforcing inert and colorless pigments like silica, barytes, gypsum, etc. Dudley and Pease, in their record-making work demonstrated pretty conclusively for all time to come that, used within reasonable limits, these substances materially enhance the economic value of paints.

Exact observation by trained specialists has also fixed pretty definitely the value of each pigment and liquid used in paint manufacture—its limitations, its affinities and antagonism. As an example, there is no blue in the entire category of commercially available pigments that will preserve its color in contact with ordinary white lead. For the old-time painters this fact barred the use not only of all blue tints and tones, but all tones of purple, violet, lavenders, blue-grays and a long list of kindred tints, as well as greens produced by a mixture of blues and yellows. Modern paint includes a full line of these tints, in which the white base is not ordinary white lead (carbonate) but oxide of zinc, sublimed white lead, (oxysulphate) zinc-lead, lithopone, etc., with the proper reinforcing inert white pigments.

In a good French cookbook there are fifty ways of making a palatable ragout: in the modern paint industry there are a dozen ways of producing practically identical results from different selections of materials. The object to be achieved is a paint that will cover and protect a given area per pound or gallon for a definite period,



LINSEED OIL MILL OF A MODERN PAINT FACTORY, SHOWING HEATERS, "CAKE FORMERS" AND PRESSES

without deterioration in color and within fixed cost limits. The paint that best fulfils this program is obviously the best paint, irrespective of its composition.

The foregoing is but an outline of what has gone to the making of modern paint—the kind that comes "in sealed cans only," with its attractive label and its accompanying instructive literature. It is a product of long scientific research and experiment, of highly specialized machinery, of systematized labor worked out to the last detail. It is based on the theory of the greatest good to the greatest number, and despite its variety still leaves something to be desired *where expert skill is available for the application of paint.*

By this I mean that here and there, in our larger cities, will be still found a practical painter, who, if he had the facilities of a modern paint factory at his command, could prepare from the same materials paint better adapted to the individual job than the average prepared paint from the factory. But given only the materials and facilities hitherto at his command, it may be reasonably doubted whether, in the average, he can approach it. Nevertheless, using prepared paint, which in his view leaves something to be desired, he can far excel the results obtained by the inexpert consumer with the same material.

What this practical painter needs and will soon have is a line of white bases and tints in a form approaching the liquid condition nearly enough to permit of easy mixing and combination, but sufficiently viscid or thick to allow of ample modification in consistency for the several coats and for varying conditions of surface. Paint in this form will eliminate all the expense and uncertainty of reduction by hand and will place within the reach of the painter all the obvious advantages of modern scientifically prepared paint.

It is the next logical step in the industry, and is now definitely assured.

PLAIN TALKS ON ADVERTISING

THE ADVERTISER IS A TEACHER

WRITTEN FOR HARDWARE BY RALPH HARRIS;
EDITOR OF "BRAINS"

THE advertiser may be compared to a school teacher, for every advertiser strives to teach the public something, to acquaint it with certain facts, and to impress those facts indelibly upon public memory. Would any business man send his children to a school where the instructor attempted to teach the children all of a text book on arithmetic in one lesson? What do you think? If a business man would not send his children to such a teacher why does he use the same methods in attempting to instruct the public.

The teacher who makes a success impresses one process on the children each day; one lesson treats of addition, one of subtraction, one of multiplication, one of division, and one of decimals or percentage, and thus step by step the child is taught the fundamentals of common arithmetic. The Hardwareman or other advertiser who makes a success impresses one process on the people each day; in one ad. he tells why a sanitary bath-room is a necessity and why he is thoroughly equipped to install bath-room fixtures properly. In another ad. he tells why a good kitchen range is a necessity and a labor saver when it is of the right kind, and then tells how he can furnish the right kind. By the same method he treats heating apparatus, garden tools, sporting goods, cutlery, kitchen ware, etc., and thus teaches the public to consider one fact each day. The human mind can absorb only so much at a time; give it a little at a time and that little is thoroughly assimilated. Give it a big bunch at once and the whole is wasted. Like the human stomach, a little strengthens and improves, an overdose causes a revolt.

A little rum given by a doctor each day is sometimes a good stimulant, but pour a quart into a man at one time and you give him the "jimmies." Well then, Mr. Hardware Advertiser, and every other advertiser, give the public a little at a time; like a good teacher, instruct it little by little; like a sensible person, give what can be digested, and like a good doctor give a little stimulant when it is needed. A groceryman, clothier or laborer who tends to his business has not the time to make a complete investigation into the Hardware business, and his wife will not. But they do have the time and inclination to consider the installation of a new range or kitchen utensils if you put the proposition before them in the right light. Strike a certain number of keys on the piano and you create harmony; strike them all and you make discord. Don't let discord creep into your advertising. Do one thing at a time and do that one thing to the best of your ability.

HARDWARE ADVERTISING

As a general rule Hardwaremen are the worst of advertisers. It would be difficult to explain this fact, yet it is true. A large proportion of Hardware dealers do no advertising at all. Of those who do advertise, nine out of ten go about it in an altogether perfunctory manner that brings no results. The average Hardware ad. is

merely a business card something like this:

> For Plows and Hardware, Buggies and Wagons, Gasoline Engines, Stoves, Ranges and Lawn Mowers—See Jones Hardware Co.—Estimates on Sheet Metal Work—A Square Deal for Everybody.

The above, set in display type, is a fair sample of Hardware advertising. Sometimes the ad. is embellished with a cut of a stove, a can of paint, a bicycle or whatever ancient electro may be available. Another form of Hrdware ad. is the one in which all the space is given up to an electro furnished by some paint, stove or lock company. Then there is the syndicate ad. with the funny picture and copy written to match it. The picture has nothing to do with Hardware and in most cases the copy would apply as well to a bakery or barber shop.

It will be noticed that a good advertiser talks about only one thing at a time or of several things that are intimately related. In some cases the goods are described briefly, in others they are not, but *they are always priced.* In most cases there is a range of prices.

Prices are as essential in Hardware as they are in dry goods or any other advertising yet Hardware men are extremely reluctant about publishing them. This is more from custom than for any other reason. If a man's prices are right he should have no hesitancy in printing them—if they are not right he has small chance of keeping in business long in these days of sharp competition.

Ads. like these of Shannon's (see HARDWARE for September 10) would bring business to any Hardware store if seasonable offerings are made at reasonable prices, and this sort of advertising would cost very little. The pictures are inexpensive; the space would cost very little and the copy could be prepared by anyone. It would be largely a matter of choosing the right things at the right time. One of the beauties of this sort of advertising is that the merchants can check up results with a good deal of accuracy, as practically only one thing is advertised at a time. The results, however, would probably be felt all over the store.

If the dealer is in doubt as to whether or not ads like this would pay, he might test the matter without much expense. Try an ad. every other day or twice a week for a month. Keep a careful check on sales and see what the results will be.—*Merchants' Record and Show Window.*

A GOOD APPLICATION OF THE STOCK PHRASE

SOME GOOD EXAMPLES FROM A SMALL CITY

The stock phrase in advertising is a good thing when intelligently used. A surprising example of this comes from H. C. Waters & Co., of Paw Paw, Mich., who use the words "Talk to Waters" in their advertising, with telling effect. Paw Paw is a town of less than 2,000 population. The ads., four of which from the "True Northerner," are given here, show a very progressive spirit, and we are glad to be able to show them as emanating from such a small town. We congratulate Messrs. H. C. Waters & Co. on their skill in preparing advertisements.

The following letter from them is self-explanatory:

PAW PAW, MICH., Sept. 10, 1907.

Under separate cover we are mailing you a few of our ads as clipped from our local paper. If you think any of them are worthy of being reproduced you have our permission to do so. We change copy each week. We advertise the phrase, "Talk to Waters," and have made quite a hit with it. We have fence and steel signs up all over our territory. We believe in originality in advertising. Its the new things or something out of the ordinary that burns the deepest impression on the buying public's mind.

Yours truly,

H. C. WATERS & Co.



A GROUP OF "TALK TO WATERS" ADS

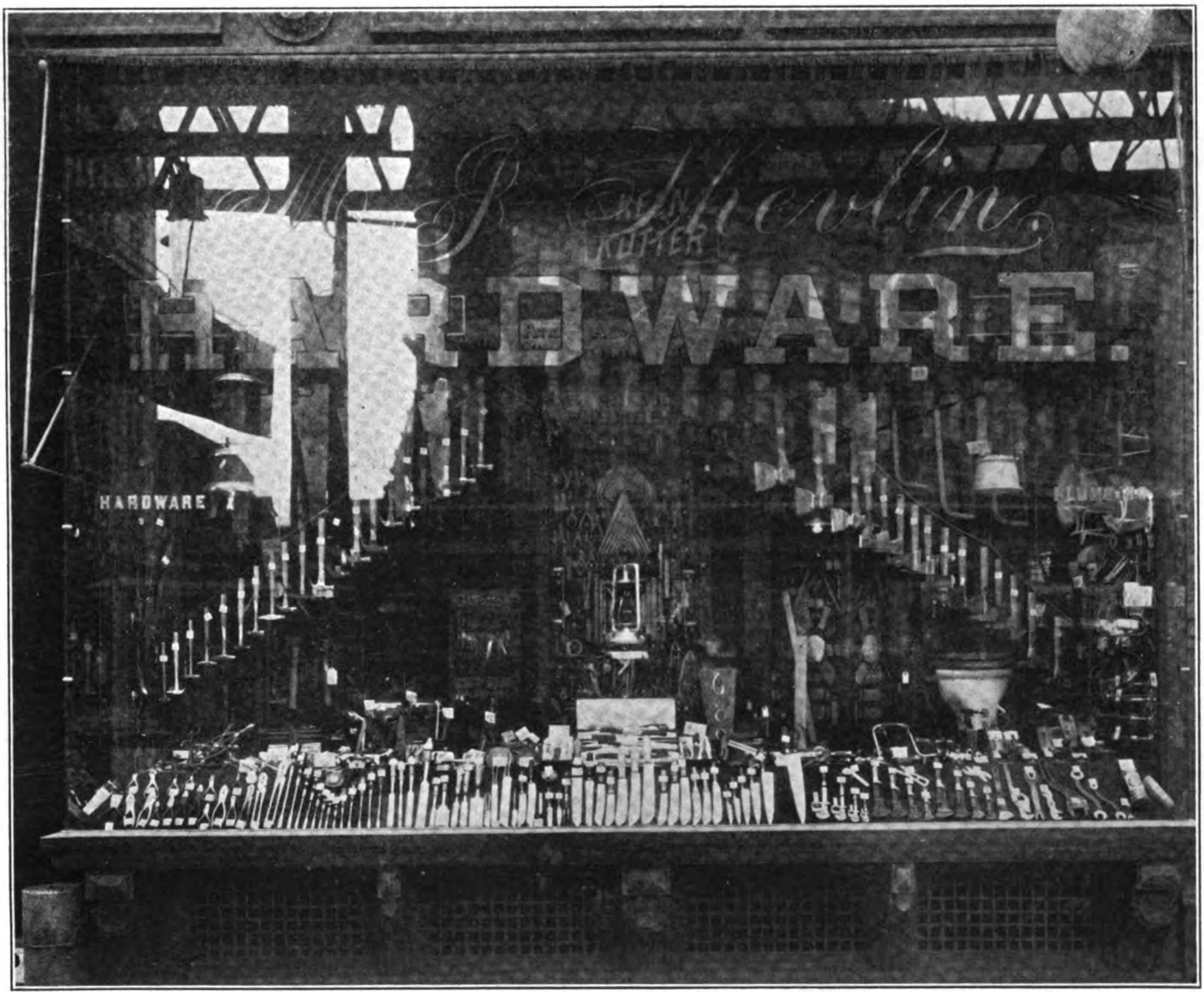
WINDOW DRESSING DEPARTMENT

WHAT ONE SHOW WINDOW HAS DONE

THE STORE FRONT M. J. SHEVLIN'S ONLY AD., AND THE CHIEF FACTOR IN BUILDING UP AN ANNUAL BUSINESS OF $100,000.

BY FREDERICK F. PURDY

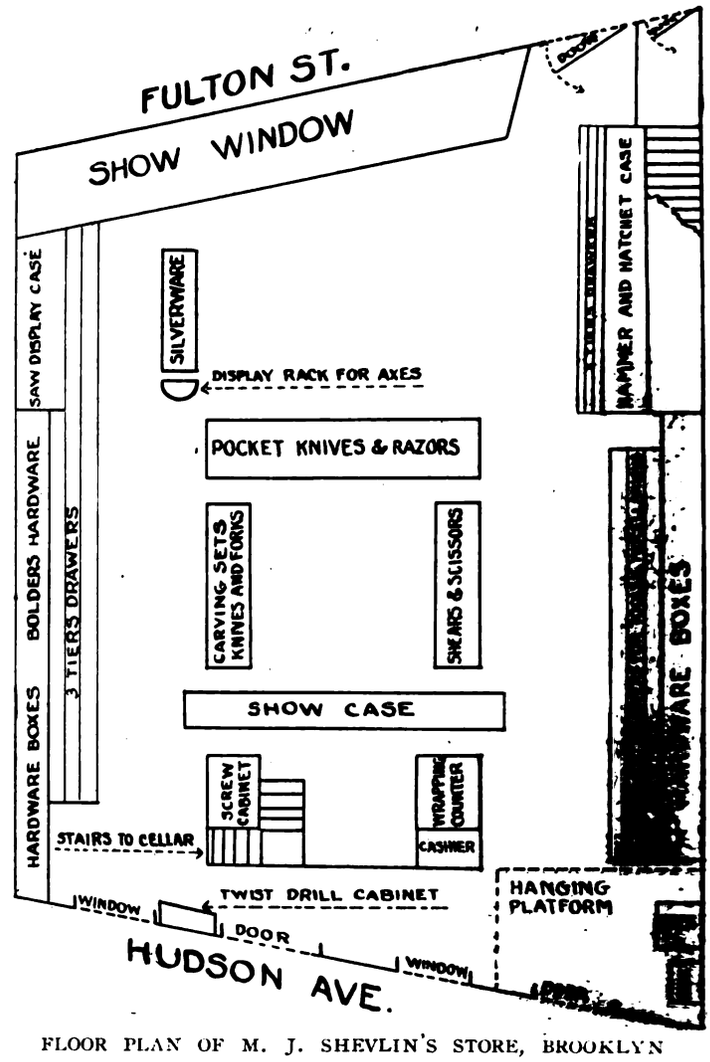
THE study of methods of selling Hardware by different progressive houses is highly informing and interesting. Hammacher, Schlemmer & Co. conduct a regular retail business, but in addition swell their total sales hugely by issuing several dozen catalogues for as many separate interests and industries, and hustling the salesmen over a wide area after the business. Though retailers, their sales are larger than those of most jobbers and manufacturers. Then there is the type of which Walbridge & Co. of Buffalo is a conspicuous example—in the final analysis a Hardware store, but to a great extent an immense department store founded on Hardware, including everything which can appropriately be carried with it, each section being thoroughly departmentized, and the whole advertised in good-sized space in the newspapers. Then there is the regular city Hardware store like that of J. B. Shannon's Sons, of Philadelphia, that relies for growth of business on the



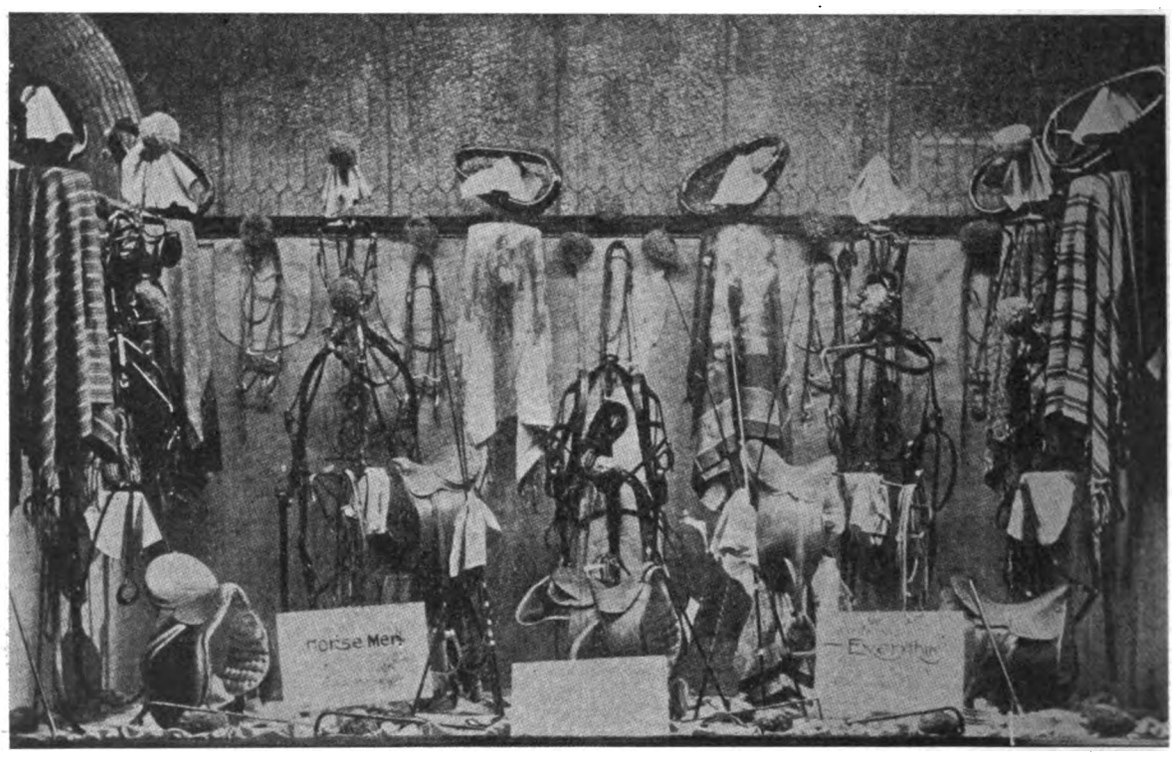
WINDOW DISPLAY OF M. J. SHEVLIN, FULTON STREET, NEAR FLATBUSH AVENUE, BROOKLYN. THE FINEST HARDWARE WINDOW IN GREATER NEW YORK

best of store systems, and regular use of small advertising space in a number of dailies, with an annual appropriation of $5,000 and upward. Each dealer who is a planner and thinker is meeting his problem in his own way. A glance at the conditions facing some of the hustlers and the way they are meeting them are full of suggestion to the trade at large. We propose to take up individual instances from time to time, for an ounce of practical experience is worth a pound of theory. We have given the ideas and methods practiced by dealers whose systems coincide with an annual advertising expenditure of $5,000 and over. We now take a view of the business of a dealer who relies on his show window for nearly all of his new trade. It is practically his only advertisement.

For some years M. J. Shevlin conducted a successful plumbing and Hardware business on DeKalb Avenue, near Fulton Street, Brooklyn, in a small place, with no pretense at display. He did a big plumbing business, mainly contract work, which he yet pursues, having $35,000 worth of plumbing contracts under way now. A little over a year ago he moved to a building on Fulton street opposite Flatbush avenue, running through to Hudson Avenue, at an expense for stock and fixtures of some $75,000. He leases the entire building and uses the basement and three floors. He has closed his first year. He pays $7,500 rent for the building, and his first year's sales, notwithstanding the torn-up condition of the streets owing to the building of the subway, have approximated $100,000. His plumbing business is accommodated in a large building in the rear in Hudson Avenue, and he has another warehouse near by. But



FLOOR PLAN OF M. J. SHEVLIN'S STORE, BROOKLYN

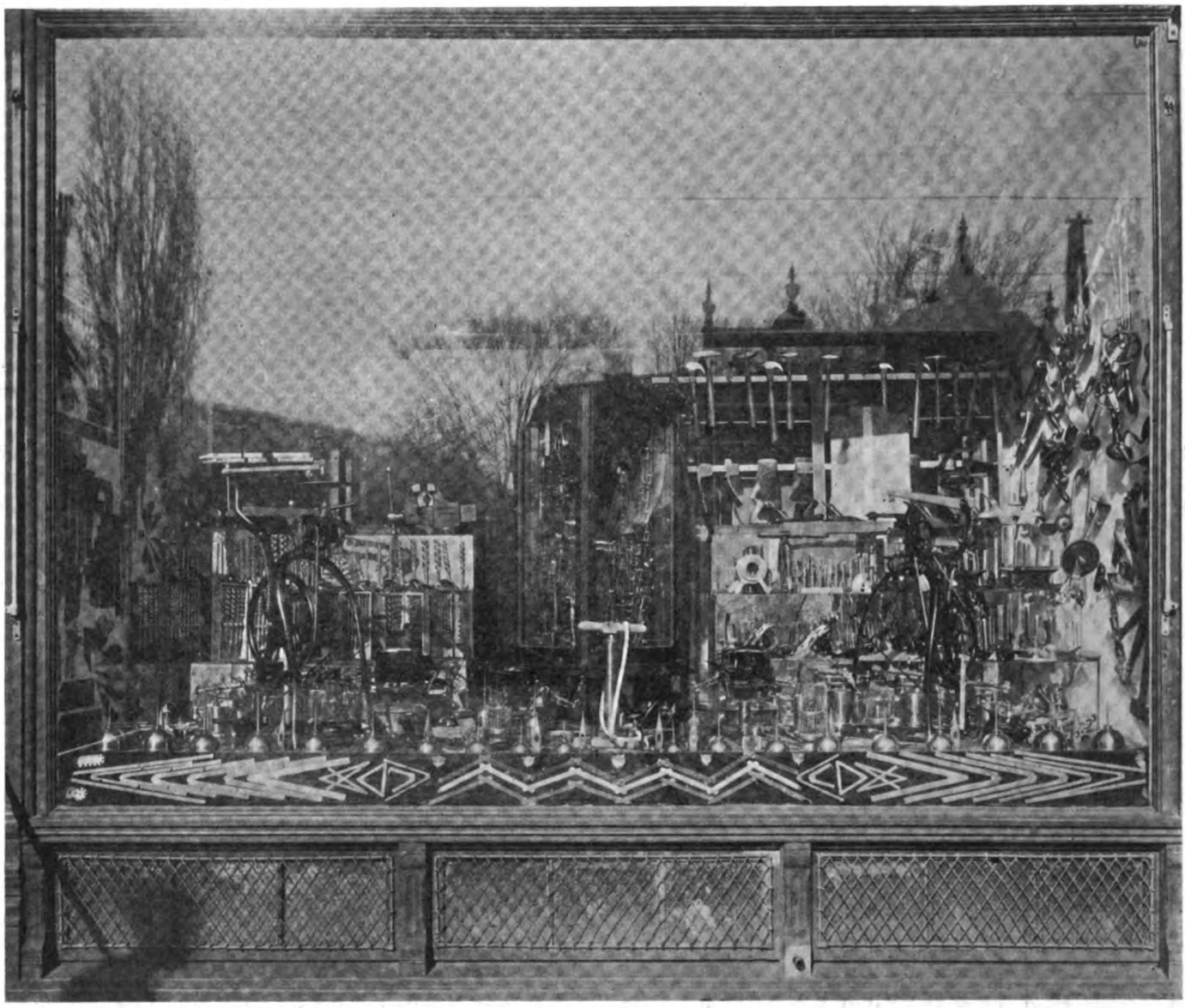


A HORSE GOODS DISPLAY BY WM. P. GRAVES FOR GRAY & DUDLEY HARDWARE CO., NASHVILLE, TENN. FROM THE MERCHANTS RECORD AND SHOW WINDOW

the above figures pertain only to Hardware, which is sold exclusively in the Fulton street building.

The first year's sales are ample proof that the business is strongly established in the new location. Of course Mr. Shevlin has branched out more extensively in Hardware than ever before. If any one puts up a finer Hardware window in Greater New York than he, some one will have to "show us." Here is what he says of it:

"No, I haven't got round to advertising in the newspapers yet. My window is my advertising medium, and those ——s at —,' naming the price. You've got to give 'em the price. It is wonderful the amount of business the window brings. Do you realize that during the whole day as many people pass here as cross Fourteenth Street and Sixth Avenue, New York. Here are two elevated stations. This is a transfer point, with people dropping off the trolley cars from somewhere and going everywhere. It doesn't take 'em long to get used to my sign and to my window. I'm going to have a sign made soon and put in reading, 'Your money back if you're not



A TOOL DISPLAY BY AMIOT, LECOURS & LARIVIERE, MONTREAL

a fine one it is, for it is large and roomy, with space for making a very striking display. I tear it all out three or four times a year, but make extensive changes in it once a month. I take plenty of time the day before a change is made, plan it all out, and get into the window and fix it up myself with the help of one of my clerks. At first I simply put the goods in the window without prices, but somehow the people didn't come in. Then I started in and put a price on every article. That brought 'em. They come in in large numbers and say 'I want one of satisfied.' I don't want anybody's money who is not satisfied with his purchase. It's not good business. We sell good goods—no cheap trash whatever. We give a good article and we get a fair profit, and are not afraid to put the price tickets in the window, either. It's worth something to a man to know he's trading where he is not going to get stuck on his purchase."

Mr. Shevlin does a large business in contractors' supplies, selling around $40,000 in those goods during the past year. Tools for artisans form another strong line,

with builders' Hardware. The Flatbush and East New York people take an immense quantity of suburbanites' multifarious necessities. Aside from the great run of regular cash trade, there are many charge accounts with Fulton Street merchants and department stores. Mr. Shevlin does large trade with his fellow merchants down town. "We must not forget the cutlery and carving sets, either," he remarked. "We did a phenomenal business in carving sets last year. The young lady over there, Miss Ver Valen, has charge of the cutlery. Somehow women—the women who are apt and good saleswomen—are great on cutlery. I believe Miss Ver Valen can sell forty per cent. more goods than most men, and I have some very good men clerks. Women are neat and tactful—and somehow make the sales." The cutlery is at the counter facing the entrance.

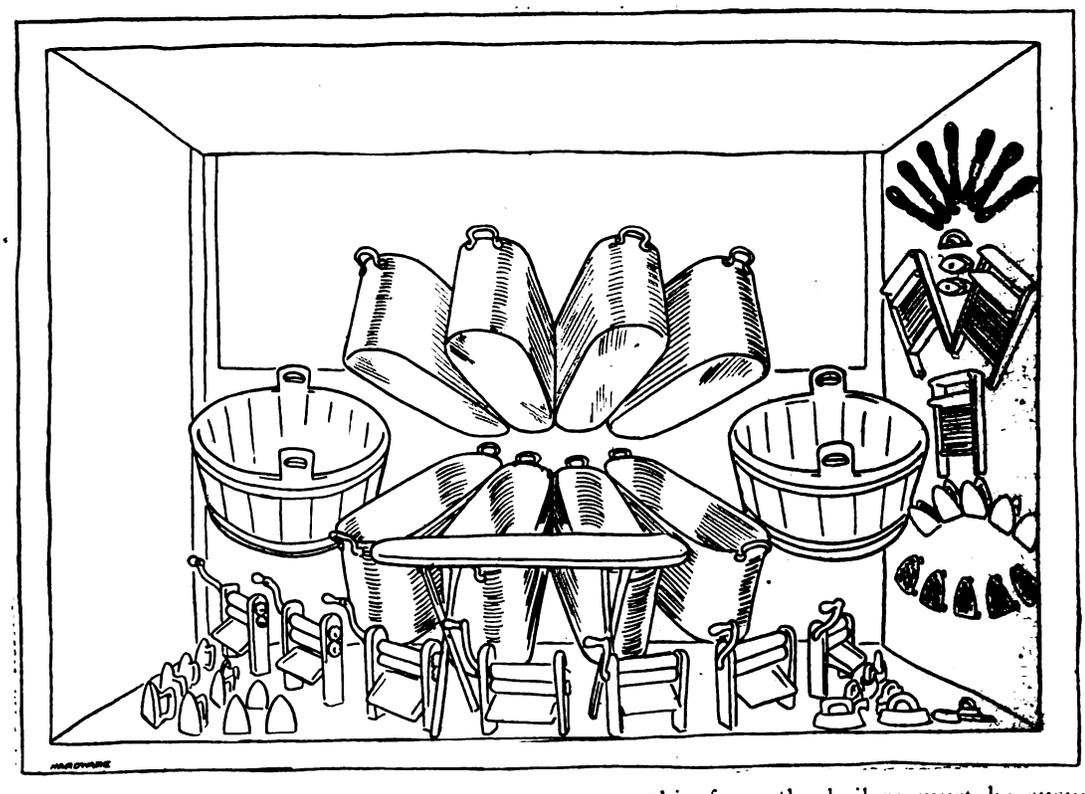
The stock on the shelves is kept in neat boxes, finished in the natural wood, with a sample on the outside. All round the store there are three tiers of drawers at bottom for the large articles, the drawers ranging in steps, the lower one furthest out. Cash carriers run to the office on a little mezzanine floor in a corner of the rear. At the front, on either side, are the fine large cases containing the saw and hammer and hatchet displays, with the three next rows of closed drawers underneath, as elsewhere in the store. The silverware is shown in a case at right on entering, and at one end of it is the display rack for axes, which is so low and inconspicuous as to make one wonder how the regular and even attractive showing of axes is made to stand so firmly and uniformly. It is an addition, even, to the front part of the store, strange as it might seem.

The power of the window is shown by the fact that by far the majority of inquiries from other than old customers are for goods that they have seen displayed outside. Hence the policy of keeping the largest possible assortment of goods in the window without overcrowding. One feature of the window should be carefully noted. About a foot from the front the window bottom slopes down, giving a bit more working room, and better yet, placing the goods exactly and squarely opposite the vision of the bystander. The full cutlery line will be on view from before Thanksgiving until after New Year's.

Of course most customers are men, for house furnishings are not specially featured. Hence, the store is open early and late, to accommodate the men before they go to work and after they return. The store is open from 7 a. m. till 9 p. m., and an hour later on Saturday. Two wagons are constantly employed making deliveries all over Brooklyn, and even in the other boroughs. Nine employees are on the pay roll inside the store.

Mr. Shevlin is a former member of the Board of Education and former plumbing commissioner of Brooklyn. He takes considerable interest in politics and is a warm friend, as well as relative, of James Shevlin, who was the right-hand man of Hugh McLaughlin, and has been regarded for years as one of the most astute politicians in the State.

A SUGGESTED IDEA FOR A LAUNDRY SUPPLY WINDOW



The striking feature of this trim lies in the arrangement of the washboilers shown in the background. To secure this form the boilers must be suspended by the handles from wires attached to the ceiling. The advant-

age in this arrangement is in showing the bottom, sides and inside of the boilers in addition to making a unique arrangement that will attract attention from "across the street."

The tubs are also suspended in positions against the partition. The irons, iron standards, wash boards, clothes lines, etc., may be arranged in a number of attractive forms.

The sketch simply shows the general arrangement of the window. There remains plenty of space in which other supplies may be displayed.

GLANCES AT THE WINDOW

Some people never grasp the chance that opportunity extends them. While in Boston recently the writer passed a large Hardware and mill supply store the front of which was lighted by a series of six high windows. Each window was about six feet wide and was backed with a partition and side walls. It was evident from the goods displayed that the owners did not appreciate the value of good window trims, for on the floor of each window was shown an indiscriminate collection of articles. No attempt was made to brighten up the windows with cards, no goods were shown on the side partitions, and the dust was thick on the floor. Inside the store was as neat and inviting as one could wish. This company had the opportunity of making a series of most effective displays. Goods shown on the side walls of each window would have caught the attention of the hurrying passer by who would not have noticed the display on the floor. Thousands of merchants, not alone in the Hardware trade, are allowing just such opportunities as this to slip past without taking advantage of them. No matter how small or inconspicuous your window may be, you can make it valuable to you with a few hours attention each week.

Genius alone doesn't make a good window trimmer. Common sense is the most valuable characteristic.

Your window displays are the only mediums of advertising that cost you nothing and yet they are one of the most valuable trade pullers you possess.

Goods worth showing are worth displaying well. When you trim a window give some thought to securing a striking and attractive feature. Around this point group the rest of your trim and the window will gain the attention you wish.

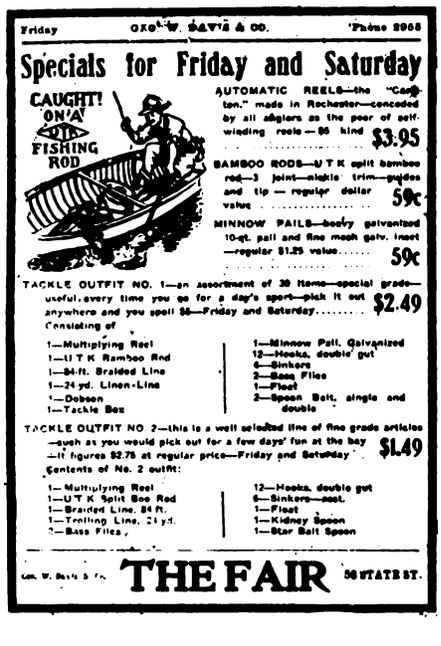
Tin and enamel ware is one of the most popular lines of Hardware, and is seasonable the year around. Scarcely a housewife that does not realize her need for something in this line. These goods can be made to hum by special sales extending over one or two days, with newspaper advertisements and window displays to match. Price all goods in both the advertisement and window, and fill the latter full of the ware.

Hot weather is a poor excuse for neglecting your window these days.

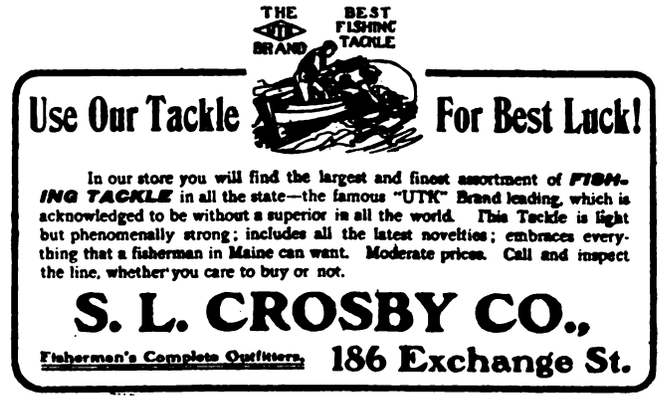
Pull down those things that will not sell in a hundred years in the ordinary course of business, and put them to the front. Some people are looking for just such articles.

TWO PRIZE ADS

The advertisement of S. L. Crosby Co., Bangor, Me., was awarded first prize in a contest established this year by the Clark-Horrocks Co., Utica, N. Y., on U. T. K. fishing tackle manufactured by them. The prize was awarded because of good appearance, prominent features, and also because of the fact that it brought out the good qualities of the fishing tackle.



The advertisement of Geo. W. Davis & Co., Rochester N. Y., was also awarded a prize.



NOT A PROFITABLE INVESTMENT

"Dat automobile done killed five chickens while it were goin' down de road," said Miami Brown.

"Yes," answered Mr. Erastus Pinkley, "but de fus' cost of de machine is too much to make de inves'ment profitable."—*Oregon Tradesman.*

HARDWARE

A SEMI-MONTHLY MAGAZINE DEVOTED TO THE AMERICAN HARDWARE TRADE

Published on the 10th and 25th of each month by

HARDWARE PUBLISHING COMPANY

No. 415 Produce Exchange, New York

FREDERICK F. LOCKWOOD - - - PRESIDENT
HENRY W. WILSON - - - - SECY. AND TREAS.
GEORGE F. BRADFORD - - - - - EDITOR
C. H. GREENE - - - - - - MANAGER

415 Produce Exchange, New York

SUBSCRIPTION $1.00 PER YEAR TO FOREIGN COUNTRIES $2.50
TO CANADA, $1.50
ADVERTISING RATES ON APPLICATION
Address all communications to HARDWARE PUBLISHING COMPANY

Entered at the New York postoffice as second class matter

Communications upon subjects of interest to the trade are always acceptable, and will be paid for at current rates. The Hardware Publishing Company has no prejudices, and encourages unknown authors to find an audience through the columns of HARDWARE. The only stipulations are that articles must be timely and interesting, and that when possible they shall be accompanied by appropriate illustrations consisting of photographs, drawings, or rough sketches from which finished drawings can be made.

VOL. XXXV SEPTEMBER 25, 1907 No. 12

TIME FILLERS

Every salary you pay out should increase your net income. If it does not, you should either discharge the employee and get another one, or else do away with the position entirely.

Each employee should bring you more than he costs or he hangs as a dead weight on the business. In many cases employees fail to make this showing, not from any fault of their own, but from lack of proper management.

Of course, it is in many cases impossible to trace results to a single employee, but the test comes when the work of the entire force is considered. Many times an employee may not be earning up to his capacity, but at the same time his employment may be the cause of another employee greatly increasing his value to the business, and thus the two show a good profit on their cost.

One manager has adopted the following plan to assist in getting the best results from the working force. Wherever he goes he carries with him a small memorandum book which is divided off into departments giving spaces of time. The first department is for "fifteen-minute jobs," the next for "thirty-minute jobs," and so on up to "day jobs," and whenever he notices something which must be done, he estimates the length of time it will take, and puts it down in his little book under that time heading. Then, when he finds an employee who will be out of work for about that number of minutes he gives him this job, and the work is all done without extra cost. In this way everything about his place can be kept right up to the minute and with fewer men than was formerly thought possible, and still his men are not rushed. One job is always well done before another one is taken up; but, while there is no rush, there is always another job to turn to and everyone is busy at all times.

CRIMINAL JOURNALISM

A cow kicked over a lighted lantern and started the Chicago fire. The wee match is the beginning of every conflagration. One sheep jumps the fence and the rest follow, no matter how many there may be in the bunch.

The terrible consequences which follow in the wake of exaggerated reports and scare-head articles in the daily press make us think at times that a press censorship is necessary to confine some yellow journals within the bounds of common sense. Truth, decency and reputations vanish before the ravages of the "scoop" and the desire to sell a few more papers than the other fellow. The Spanish-American war owes its direct existence to the inflaming and misrepresented reports which fanned the flame of r-r-r-revenge into a white heat, thus overruling the conservatism of President McKinley and his efforts to avoid bloodshed and the millions of expense which the people had to pay.

Warfare for revenge is condoned murder, and is revolting to all men whose think factories are not ruled by passion. Our present yellow peril is the peril of yellow journalism. Shame and disgrace be upon the daily press that seeks to touch the match and fan the flame of hatred between nations to the end that they may profit by the spoils. No spoils are meaner than the spoils of war, and those who encourage our young men to make targets of each other, perforating their vitals with shot, our homes with sorrow and our hills with graves, should be put in the front ranks of the firing line.

If we seek a war with Japan we will likely get it. We will have pretty little revenue stamps to place on each check, receipt and purchase. The yellow press will reap some of the spoils, and the mothers of the land will pay the real bill.

Shame upon such tactics.

GOOD TO THE GREATEST NUMBER

In favoring the parcels post it is doubtless the intention of our postmaster general to provide good to the greatest number. If this is the case, why dally with absolutely untried problems, the outcome of which would be of little real value to the rank and file of the people, and actually harmful to the real package senders, as represented by our merchants? It would seem by this that the latter class would reap the bulk of the benefits from a parcels post law in this country. But they do not want it. And why? Because the most valuable market of almost every merchant is his own home field, and a parcels post would throw open the gates of his territory to outside influences which, under the existing express and

mail rates, have already worked him great injury.

♦

A change in our postage rates of real benefit to all would be the reduction of first-class charges from two cents to one cent an ounce. This is worth while. How many packages does the average person send by either express or mail compared to sealed letters? Precious few. Yet estimated by weight alone the revenue derived from a parcels post and our present first-class rate would be less per pound than would be derived from our present third and fourth-class rates and 100 per cent. reduction on our first class. The people as a mass would get the benefit of the latter, while the hungry wolves who, already full-bellied, clamor to gorge themselves out of the small merchants' home market, would get almost all the benefits of the former.

♦

"But," some will say, "even so, the buyers will be favored by this reduction of package rates, as they will then get their merchandise even cheaper than before."

No, No! Absolutely no! Communities were never built up by the residents thereof sending their money out of town. A farmer once marked a silver dollar, and in the course of a year it had passed through his hands many times. But one day he sent it to a Chicago catalogue house and neither he nor his neighbors have ever seen it since. That dollar is gone and no one in that town will ever get any more good out of it. The city or town or farm must retain its equilibrium, and be as nearly self-contained as possible. What would happen to our forests if the seeds and fruits were all carried off and planted in foreign soil, away from the source of their being? What would happen if we bought our clothing in England, our food in France, and our furniture in Germany, even though we saved a few dollars per year by so doing? With the decline of our local stores we would be pulled down with the tide. The prosperous community is a pool, out of which the citizen thereof can not take more than he puts in. The farmer who buys of the mail-order house should be made to look to it for a market for his hay and live stock.

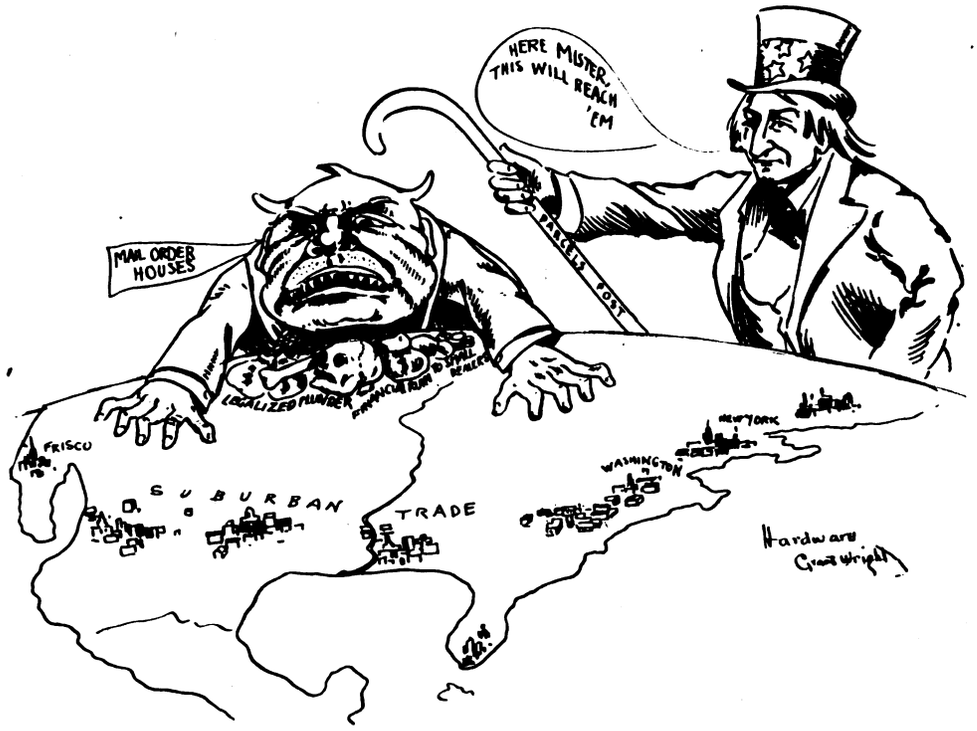
♦

The best way to judge a measure is by its supporters. On the one hand we have the mail-order houses and some of the newspapers advocating the parcels post; on the other hand we have the balance of the newspapers, the combined trade press, and every blessed retail merchant who depends upon his home market, against it. Which standard should the people follow?

♦

The people do not understand the true significance of this question, and therein lies its danger. You as a merchant, should see to it that your views are expressed in your local papers. If you cannot do any more, cut this editorial out of HARDWARE and have it republished in your town.

WILL YOU STAND IDLY BY AND SEE THIS?



Your trade is in danger. Get busy and air your side of the parcels post question in your local press. The people must be made to see that the danger lurking in the parcels post measure is far greater than its possible benefits. Organize your fellow merchants and fight for your rights NOW.

Doctor—"Did you take the box of pills I gave you?"
Patient—"Waal, yes, but they hain't done no good. I reckon the cover hain't come off the box yet."

THE GENERAL OUTLOOK

BY OSCAR K. LYLE

THE general situation is highly satisfactory. Money is a bit dearer, evidencing its profitable employment. No disaster has met expectations of a few weeks ago. Capital is in less apprehension—less timid. The public is breathing more freely with much fear dispelled. The growth of wealth in agricultural districts is one of the prominent features one must recognize in treating of finance. In a brief article only a few leading features admit of mention. Referring to United States authority, 1754 banks were organized under the act enabling a capital of $50,000 or less. Of these 633 were in the South and 792 in the Central West. These banks are nearly all in agricultural communities; capitalized with farmers' money, owned by farmers largely as investment of surplus money, and have a farmers' patronage. The increase in deposits in all banks was 129.2 per cent. not so long ago, with increase in the South 167.4; Pacific and Mountain States, 169.8; North Central StSates, 185.5; South Central States, 255.7 and North Atlantic States, 102.3 per cent. A few States show great gains in deposits in ten years: Iowa 190.9, Kansas 239.3, North Dakota 294, South Dakota 355.7, Mississippi 347.1, Texas 248, Oklahoma 172.6, Arkansas 503.8. These figures need no comment. They are official and are sufficient argument when the subject is prosperity.

GRAIN

After some hesitation due to a speculative situation after a good advance, the markets in wheat are responding to the healthy features of supply and demand. Time is giving confirmation that our crop is only about six hundred million commercial bushels, and revelations on foreign crops suggest no lessening of probable requirements in excess of last season. Nor is the situation weakened by the news drifting in from Russia and other prominent sources of supply.

The potato crop is short in England and Germany and has significance in a greater need for bread. At home any study of the prices of food argues a greater consumption of wheat. It is not unreasonable to suppose that this greater need may reach a half bushel per capita. In that event it means increase in home requirements of forty million bushels. The crops of the British Northwest are a failure in quality and show great loss in quantity. On the whole, the future gives good promise of appreciation beyond any prices yet made on the crop. Never was a situation so attractive to the farmer to hold his grain, and his holding I regard as the most potential factor in price elevation.

The corn crop is only partially secure. As the season advances frost probabilities increase. A good part of the crop needs two weeks of good weather to ripen; some of it needs more. Much depends upon whether the frost that comes first is a slight frost or a killing one. To some corn a light frost would be beneficial. What the crop may prove to be is not established, but estimates are not above 2,500,000,000, with many falling considerably below and doubtless nearer the probable result. It is wonderful how the price has so long been dear when figures at command assert a per capita production in the past five years of thirty-one bushels against twenty-five bushels annual average in the five years preceding. And exports have been a bushel per capita less. Looking at price, that ordinarily would have fallen on such a showing; it is forty per cent. more. To explain it one must dismiss his knowledge of the past as at all applicable to the present. Feeding does not explain the scarcity of corn, for the hog census is less than in the beginning of 1901. More cattle by six million is asserted officially, but cattle were never so dear and the extra cattle does not mean 150,000,000 more corn at twenty-five bushels each. After five fat years in corn production it is surprising the small amount appearing under the attractive prices.

Dear as is the price of corn it is cheaper by the pound than other feeding stuffs and for that reason will enjoy a good demand. The dairy interest shows this. There is a want of feed, and as a consequence dairy products have advanced. Dairying will go on, and the higher the cost of production the more the consumer must pay. In the East, farmers who were satisfied not so long ago with a price of $1.00 to $1.25 for one hundred pounds of milk, are getting $1.75. They are probably making more profit though paying much more for feed. As in all such cases the consumer bears the burden. Corn will rule high and very likely never return to the prices made before the crop failure in 1901 that injured the farmer so much in that year but inaugurated the great change that has made all succeeding crops so profitable. The explanation lies in the prosperity of the American farmer and proves the failure of 1901 to have been a blessing in disguise. It abolished the cribbing of corn that was the handicap to good values.

COTTON

The price of cotton has declined from the high point made some weeks ago about eight dollars a bale. After so much shrinkage the speculative situation has been obliged and the tendency is to restore some of the loss. It is still an open question what the crop may be. To some extent the determination hinges upon a frost appearance. The later the more cotton. The price is still a good one and with more shrinkage would still be good. Whatever befalls the outcome must be gratifying and continue the prosperity that cotton, far more than any other commodity, has brought to the country. Cotton

cannot be supplanted. Europe has increasing needs, and should we rerach the highest crop estimates a market is well assured. One feature claiming consideration is that cotton planters, as a class, are out of bondage, not paying enormous rates of interest for advancements as they did fifteen years ago when the penalty of their poverty cost them as much as forty per cent. Crop liens, a necessity following the war, are disappearing. The planter is getting as independent as the Western grain farmer, and what is true of the latter in deliberate marketing applies as well to the Southern cotton grower. He is more to be treated with in price-making than in the past when he parted with his cotton in debt-paying as soon as his crop was available. Nothing so well declares this as what is said above in treating of finance of so many banks established and the deposits in those banks. Debts have been discharged and the pathway cleared for greater deposits in the future.

IRON AND STEEL CONDITIONS

BY B. S. STEPHENSON

THE fortnight just passed has been full of developments in the metal field. Prices for pig iron have continued their sagging tendency until a point has been reached where buying is stimulated, and in the aggregate a heavy tonnage has been placed, manufacturing interests in the East being the chief purchasers. The center of interest has been held, however, by the non-ferrous metals, the situation in the copper and lead markets being watched with keenest interest.

Pig iron production figures for August just made public show a considerable decline in the output for that month, as compared with that of July. The actual tonnage produced, according to the *Iron Trade Review,* was 2,216,470, a decrease of 36,773 tons from the July figures. This decline is in part due to the fact that, because of the intense heat in many furnace districts, August is the least satisfactory month of the year for operating purposes, but chiefly to the fact that the necessity of imperative repairs forced a number of additional furnaces into the inactive list. This was in the face of several important additions to the active list, notably the new No. 7 Carrie stack of the Carnegie Steel Co. and the new No. 8 Cambria, of the Cambria Steel Co. These figures are significant in comparison with those of May last, when the season's high record for production was set at 2,291,030 tons. Since then the recession has been steady and well maintained; this fact, in connection with the cessation of importations of British iron, largely explaining the strong undertone of the current market. The present level in the Eastern market is $20.00 delivered for No. 2X Foundry and $18.75 to $19.00, delivered, for basic pig. These relatively low prices have been possible through the eagerness for orders manifested by a very few Eastern producers, and there is evidence that, as they have taken on practically all the tonnage desired, the beginning of the general buying movement, scheduled for the early future, will bring about a marked strengthening in the tone of the market, if not an actual increase in prices. It is known that between 60,000 and 100,000 tons of iron have sold in the East during the past two weeks, but it is known with equal positiveness that many important consumers are near the end of their supply and must enter the market soon. The majority of furnaces have maintained their prices well above those quoted above, with the idea that a turn for the better would come in time for them to dispose of their surplus for the year. It now seems probable that their system will work out satisfactorily.

The uncertainty of the copper market has resulted in the holding up of considerable purchasing of finishd articles into which this metal enters largely, and the buyer is now to reap the benefit, as it appears that a level has deen reached at which activities may be expected to resume. Copper is now close to the long-expected "fifteen-cent" level. For Lake grades the price is somewhat higher, slightly over 17 cents being paid for a lot of 1,500,000 pounds closed a few days ago, but for electrolytic sixteen cents can be shaded and on attractive business fifteen cents can probably be done. The market has undergone violent fiuctuations of late, but manufacturing interests have announced a heavy curtailment of production for the Fall months and believe that this will result in holding the metal near its present level. Dependable statistics show that the rate of production for the year so far has been considerably less than that of 1906.

In the steel fields there is still a marked scarcity of billets, sheet bars and tin bars. In plates and sheets little new business is reported, but specifications on old contracts are heavy in both lines. Steel bar specifications are light and iron bars are being shaded in price, as mills are not well supplied with business. Pipe mills, on the contrary, are behind on deliveries and in the case of wrought pipe are not going after new orders. The advance in wire and wire nails has been well received by the trade and manufacturers are booking orders liberally at the new figures. Considering their tonnage, they are further behind on deliveries now than they have been at this season for the past eight years. The scrap market is languid and dropping.

Basing their action on the increased price of raw materials, the Southern Stove Manufacturers' Association has announced a five per cent. increase in all grades of stoves, effective with the first of the year.

CONDITION OF TRADE

PHILADELPHIA, PA.

The present times are affording an opportunity to "many men of many minds" to expatiate on conditions as they see them, and to sum up the result of the opinions of those whom it has been our pleasure to meet and talk upon this subject, would lead us to believe that the country, as a whole, is in a prosperous condition and that prices will be fairly well maintained during the Fall.

Our advice to our customers would be to see that they have sufficient stock to meet their requirements during the coming Fall season, but not to speculate. Of course, by this we do not mean to suggest to our patrons to refrain from placing their orders for Spring goods on which the prices have already been established, as neglect upon the part of trade to place their spring orders for such goods as lawn mowers, poultry netting, wire cloth, steel goods, scythes, snaths, etc., often incurs delays in delivery which might have been obviated had the specifications been entered earlier.

BIDDLE HARDWARE CO.
D. H. REDDIE.

PITTSBURG, PA.

Trade continues good in Pittsburgh and we see no reason why the rest of the year should not be as proportionately good as the first three quarters. Our manufacturers, upon whose prosperity the merchants of this section depend, are still well supplied with orders, the only falling off being in steel rails and this is said to be only waiting a decision as to the new style of rail to be adopted. Coal mines are shipping more heavily than ever before, both by rail and by river. Reports of the crops show that there will be fair average yields, so that the foundation is all right.

The low price of stocks and bonds does not seem to bring out large quantities of industrials, holders preferring to keep them for better prices. The only weakening in Hardware prices is in copper and its products, and as everybody knew it had to come down, the sooner bottom is reached the better it will be for all concerned.

LOGAN-GREGG HARDWARE CO

DULUTH, MINN.

Our trade for the month of September shows a large increase over 1906, and judging from the mail orders which come in, and the reports of our salesmen, we believe that stocks in the hands of retailers are lower than they were a year ago. Threshing has just commenced, but has been delayed during the past week by frequent rains. As soon as we get settled weather, we look for collections to be good, and a larger demand for goods to take care of this trade.

If it were not for the reports which come from the East, Northwestern jobbers would know nothing about tight money, as banks through this territory are in splendid condition.

We can see no reason why trade should not continue to be good during the balance of the year, and, in fact, for a year to come over the entire territory covered by us.

KELLEY-HOW-THOMPSON CO.
B. W. How.

ST. LOUIS, MO.

Business is very good indeed. Our orders the past week have been very heavy and for general lines of goods. September promises to be a record month. Collections in the past thirty days have also materially improved. The late Fall with hot weather is helping both the corn and cotton crops. The recent report on the cotton crop of the New Orleans Board of Trade gives the crop at more than thirteen million bales. This report is leading to general discussion. The crop is far better than expected.

With this very large crop—almost equal to a "bumper" year—and with the present high price of cotton, there can be nothing but unusual prosperity in the cotton growing States. It is reported to us it costs between six and seven cents per pound to raise cotton, and when it can be sold at twelve cents it means the planter doubles his money. The money market seems to be easing up. Taking everything into consideration, conditions in this territory have seldom been more satisfactory. One feature, indicating the prosperity of the country, is the number of orders for new stocks of Hardware which have been placed in this market. We look forward to a good business clear up to the end of the year. NORVELL-SHAPLEIGH HARDWARE CO.

OUR BRITISH LETTER

FROM OUR SPECIAL CORRESPONDENT

LONDON, September 11, 1907.

HOLIDAY MAKING

During the month of August many British ironmongers have left their Hardware emporiums and have changed Hardware for the refreshing sea breezes, visiting the chief seaside resorts, so many of which surround the coast of the British Isles. Complaints have been made that ironmongers generally spend year after year in one continuous round of Hardware trading. That they neglect the much-needed rest and recreation which alone can give vitality to the trader and inspirit him with that light and progressive feeling which should be experienced by all who are wishful to cultivate trading on modern methods. Such, certainly, was the condition of the old-time Hardwaremen. It is, however, pretty generally conceded that the ironmonger of today is far ahead of his predecessor of a few decades ago, and more fully alive to the requirements of present-day trading. Indeed, those who have made it their business to inquire into such things, assure me that quite a large number of British ironmongers have this year taken a holiday and made it a time of recreation and pleasure, recruiting their wasted energies and building up a sure foundation on which to build the Autumn and Winter campaigns in which they are about to engage. The Summer has been very short, and the wave of heat which has passed over New York has not reached the British Isles. There are already indications of Autumn approaching, and in many quarters ironmongers are enquiring after Autumn goods. During an interview recently with one of the leading factors of American Hardware, I ascertained the fact that many provincial ironmongers in Great Britain were paying special attention to domestic Hardware, and, as you are well aware, a very large proportion of the domestic ironmongery and kitchen Hardware used in this country is manufactured in the United States. The beautiful workmanship and finish conspicuous in American goods is highly appreciated by the British housewife, and the modern English ironmonger is keenly alive to that fact, and knows what to provide in order to meet the requirements of his clients.

AUTUMN TRADING

When casting about for new stock suitable for Autumn trading, it is only natural that lighting and heating appliances should have the chief consideration, and that due prominence should be given to the selection of the latest and most approved appliances whereby lighting and heating, combined with comfort and economy, may be secured. There are many manufacturers of lighting appliances in this country, and several of their names are household words throughout the whole of the civilized world, standing out conspicuously among manufacturers of gas-fittings,

burners, and lighting sundries. At one time German manufacturers appeared likely to captivate a large portion of the incandescent gas-lighting business which is now becoming so important a part in the industry. Quite recently several notable American manufacturers have, however, taken prominent positions in this type of Hardware, and such firms as Block Light, Ltd., whose important depot in London is regarded as one of the leading "lights" connected with the business, appear to be securing a considerable amount of business. They are building up their trade on American lines, spending considerable amounts in judicious advertising, both in the public press and in trade journals, distributing their goods, however, through a legitimate channel, a channel of course open to different interpretations—the ironmonger still regarding himself as the *only* true channel of Hardware distribution. In country districts petroleum lamps are still used, and already British ironmongers are making displays in agricultural centres; and it is remarkable what large quantities of lamps are sold, by comparatively small retailers, in rural districts where even gas-lighting, much less electricity, has not penetrated. Some of the American patterns are very popular, and many of the burners sent over to this country are satisfactory in their construction. On the other hand, it cannot be denied that there are many cheap burners made to meet the constant cry for low-priced lamps, which are not only unsafe to the user, but unprofitable to the ironmonger who handles them. Doubtless your readers are well posted in the various schemes for lighting villages and isolated dwellings now being so generally adopted in this country. Acetylene, one of the most useful illuminants for such installations, has been brought very much to the front during recent years. The different generators and acetylene gas plants which have been launched upon the market from time to time have been steadily increasing in quality, workmanship, and in more effective methods of producing acetylene gas. British ironmongers were at one time adverse to taking up the installation of acetylene gas lamps, and equally as indolent in the introduction of acetylene fittings. It would appear, however, that many of the objections to this form of lighting have been removed, and I understand that a steady business is being done by country ironmongers, whose workmen have been trained in carrying out such work efficiently.

AMALGAMATION IS THE ORDER OF THE DAY

I have frequently referred to the building up of Hardware businesses on American lines, and introducing the system of general store-keeping into this country. Every month we hear of some further developments, and it is placed on record that some country ironmonger has blossomed forth into a full blown house furnisher, or one of the leading drapers in some provincial town has joined hands with the principal ironmongers, or perchance, grocer. During the last four weeks a rather startling combination has been effected in the city of London. A concern known as A. W. Gamage, Ltd., whose modern store-keeping propensities have alienated them from the city of London ironmongers, have amalgamated with one of the largest firms of ironmongers in the metropolis. A few years ago, Benetfink & Co., of Cheapside, were regarded as ironmongers pure and simple, but during the last few years their developments and extensions have lifted them out of the rank and file of Hardwaremen, and the fact that these two important businesses have now amalgamated points to the trend of events which marks the signs of the times in Hardware trading. Incidentally, I may mention that both these businesses have sprung from small beginnings. A few years ago A. W. Gamage, Ltd., developed their business in cycle and motor accessories, opening up an athletic, cycle and motor department which has grown considerably. What the eventual outome of the amalgamation will be in the future it is difficult to say, but as it is well known, both these firms handle large quantities of American goods, the prosperity of the joint firm will doubtless be watched with interest by many of your advertisers.

ASSOCIATION WORK

The August report of the General Secretary of the I. F. A. I. contained allusions to the different movements which are now going on in the trade, and indicates some of the directions in which the activity of the different associations forming the Federation are likely to be directed during the autumn months. The vexed question of "smalls" by passenger trains is again being brought to the front. It is one which is of considerable interest, inasmuch as ironmongers frequently find it necessary to order small quantities of goods, and the heavy charges made by the railway companies and carriers often entirely swallow up the retail profit on such transactions. The general secretary informs me that he has now arranged a meeting at the Board of Trade offices, when it is hoped that some arrangement may be come to which will be mutually satisfactory.

The Birmingham ironmongers, always progressive, have made some headway in technical education, having succeeded in arranging with the Birmingham Municipal Technical School to open up a special course of instruction for ironmongers' assistants. The syllabus embraces arithmetic, metallurgy, drawing and workshop practice. During the next few months efforts will be made to secure similar advantages in other large towns, where there are technical classes and commercial colleges. The wave of educational advancement which is now passing over the country is very marked, and there are indications that in the near future British ironmongers' assistants will rise to a much higher level than they have done in the past, and as the natural sequence, the ironmongers of the future chiefly recruited from the assistants of the present will be a better informed class of men, well able to cope with the difficulties which surround Hardware trading.

COLORADO BUSINESS GOOD

BY HAMMERNAIL

The outlook for business in Colorado is better than for many years, especially among the Hardware trade. Conditions are most favorable for good Winter business. At the present time more building is taking place and more development work is in progress than at any time for ten years. On every hand one sees the evidences of business prosperity.

Larger and better sorted stocks are being carried by both jobber and retailer. Expanding the field and enlarging the trade and doing a broader business is helping the dealers here to increase their business. One Denver Hardwareman in speaking of the broadening field said: "The modern Hardware store is almost a department store—the variety of goods carried is constantly increasing. We are all studying the conditions of trade and local demands, and our stock is continually being expanded to meet the demand for new goods. In one way of course this brings us bigger business, but on the other hand, it ties up more money so that our profits are each year being added to the business. We are so far from our markets that it is necessary to buy in advance of our requirements and this, of course, means that in some cases we are not able to anticipate our wants as correctly as we should, which results of course in an overstock of some lines of goods. This is especially true of seasonable goods."

The George Tritch Hardware Company are doing an extensive jobbing trade in Colorado, and have one of the most complete and up-to-date retail sporting goods stores in Denver. The Tritch Hardware Company are one of the oldest Hardware concerns in Colorado, and carry an immense stock of shelf and

builders' Hardware, stamped and hollow ware and sporting goods.

Another of Denver's progressive concerns is the Geo. Mayer Hardware Company, 1518-22 Arapahoe Street. This is one of the best arranged and finest Hardware stores in the Rocky Mountain country. The arrangement of the Geo. Mayer Hardware Company store is worthy of note. The double doors open in the centre of store, and to each side are large windows with more than seventy feet street front. In these windows are attractively displayed seasonable goods, and they are one of the special features of the store. The inside store arrangement is ideal. Large plate glass show cases extend across and down through the centre as well as down both sides of the store. There are more show cases used in the Geo. Mayer Co.'s store to display goods than in any other Hardware store in the State. In speaking of this Mr. Mayer said: "We find that the better we can display our goods the more will be sold. This is especially true of cutlery, and of sporting goods." The Geo. Mayer Hardware Company carry a very complete stock, including builders' Hardware, house furnishing goods, and sporting goods, all of which the concern wholesale as well as retail.

Carter Bros. have recently opened an up-to-date Hardware store on Sixteenth Street, taking advantage of the fact that retail trade is moving uptown in Denver. As both members of the concern are practical Hardwaremen and have a large acquaintance in Denver, the outlook for the future of the concern is bright.

One of Denver's most successful Hardwaremen is Frank A. Ellis, of the Frank A. Ellis Hardware Company. Starting in a comparatively small way some twenty-five years ago Mr. Ellis has built up a large retail and a very good jobbing trade. Mr. Ellis, Jr., is one of the most popular of Denver's dealers, and always has a pleasant word and cordial greetings for all comers.

A well sorted stock is carried by Troxel Bros., at 1508 Arapahoe Street. This store is light and up-to-date in its appearance, and gives one the impression that the stock displayed is all new. It is one of the best kept stores in Denver.

Doing entirely a wholesale business and catering to the trade in heavy Hardware, the Moore Hardware and Iron Company on lower Fifteenth Street, are doing a very fine business. This concern travel a number of men, and the fact that their business is wholesale exclusively brings the Moore Hardware Company in direct contact with the country trade. Business was reported good, and the country trade is said to be in splendid condition all through the State.

Another exclusive wholesale concern of Denver is the I. C. Mayer & Sons' Hardware Co. When called on by your representative there was a scene of activity about the store and warehouse of the J. C. Mayer & Sons' Hardware Co. that spoke well for the business this house is doing.

The Cape Hardware Co. at Sixteenth and Walton Streets is one of the younger concerns of Denver, who are already enjoying a very good business. The business was a success from the start. A very good line of tools and cutlery is carried and the Cape Hardware Co. are catering to the householder.

REVIEW OF THE MARKETS

WIRE NAILS: No change is noticeable in the market. New business continues in fair volume, but the requirements of most of the large buyers had been covered before the recent advance in prices. The mills are making heavy shipments, and deliveries are being made with more promptness than was the case a short time ago. Prices are not entirely uniform as far as purchases by small merchants from second hands are concerned, on account of the large stock in the hands of jobbers which were bought at old figures. The manufacturers' quotations are also not uniform, as some shading is done by the so-called independent mills. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers	$2.05
Carload lots to retailers	2.10

New York.—Small lots at store are held at $2.35 base, with a slight shading of prices in some instances.

CUT NAILS: The expected automatic advance of 5 cents per keg in the price of cut nails because of the recent advance in wire nails has not materialized, some of the mills both East and West offering cut nails at $2.10. At the advance the market is represented by the following quotations, f.o.b. Pittsburgh: Carload lots to jobbers, $2.15; less than carloads to jobbers, $2.20; less than carloads to retailers, $2.30. Iron cut nails, at points west of and including Buffalo and Pittsburgh, are usually held at 10 cents advance on steel cut nails.

New York.—Nail dealers and Hardware jobbers have advanced their quotations for small lots of cut nails at store to $2.35, and this price is in general pretty well maintained.

BARB WIRE: The mills are fully occupied on old orders, there being only a fair volume of new business. The larger manufacturers are maintaining the recent advance in prices, but smaller mills are making concessions in some cases. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galvanized.
Jobbers, carload lots	$2.20	$2.50
Retailers, carload lots	2.25	2.55
Retailers, less than carload lots	2.35	2.65

SMOOTH FENCE WIRE: An excellent demand is reported, with some difficulty in making as prompt shipments as is desired. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.90
Retailers, carloads	1.95

ROPE: The market is more active than during August, and has a somewhat firmer tone. Quotations, however, are unchanged, as follows: Pure Manila, 12½ to 12¾ cents; B quality, 11½ to 11¾ cents. Pure Sisal, 9 cents, lower grades Sisal, 7¾ to 8 cents; No. 1 Jute, ¼ in. and up, 9 cents; No. 2 Jute, 8½ cents.

LINSEED OIL: The following prices are quoted on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than five barrels.....46 cents per gallon.
In lots of five barrels or more.....45 cents per gallon.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.
Calcutta Oil .....70 cents per gallon.

TO PAINT GALVANIZED IRON

The United States Government has adopted a mode of painting galvanized iron which seems to give satisfactory results. Specifications call for the use of vinegar in washing the surface before painting. This roughens or corrodes the surface and gives the paint much better adhesion.

LEGAL CORRESPONDENCE

ANY SUBSCRIBER TO "HARDWARE" IS PRIVILEGED TO ASK ANY LEGAL QUESTION HE PLEASES IN THIS DEPARTMENT AND IT WILL BE ANSWERED FREE OF CHARGE. ADDRESS ALL COMMUNICATIONS TO LAW EDITOR "HARDWARE," 415 PRODUCE EXCHANGE, NEW YORK CITY.

REMEDY IN JUSTICE'S COURT

QUESTION: A company makes a claim on us for five dollars twenty-eight cents ($5.28) and we find by looking over our records that this is an error, but in the meantime they enter suit for the amount and we find that we can't take an appeal. Advise what can be done in a Justice's Court to prevent our paying this amount? Y. H. C.

REPLY: If you have appeared and defended the suit and judgment has been taken against you, you have no right of appeal in Pennsylvania from a judgment of less than $5.33, and we know of no way in which you can prevent payment if you have property subject to execution. If the judgment was taken against you by default, and you have any account to set off against the plaintiff, you are entitled to a rehearing within thirty days, provided you were unavoidably prevented from attending before the justice. So if the attachment or summons was not personally served upon you, you may within thirty days present to the justice an affidavit setting forth that you have a just defence to the plaintiff's demand, and it will then be his duty to open the judgment and hear the case anew. If the suit was commenced by attachment and not by personal service, and you did not appear, no execution can be levied except against the property attached. This is as fully as we can answer your question without knowing in detail the circumstances of the case.

NOTE A CONTINUING GUARANTY

QUESTION: We would not give a man credit at our store unless somebody guaranteed his account. He then got a guaranty from a responsible party, which reads like this: "I hereby guarantee the sum of one hundred dollars which you will sell to John Smith, and in case of his failing to pay, I will pay the same on demand after thirty days from date of purchase." What we want to know is, does this guaranty apply only to the first one hundred dollars' worth of goods sold, or can we sell goods to our customer from time to time and receive payments and hold the guarantor responsible for any balance due up to $100? A. H.

REPLY: We think this was not a continuing guaranty, but that it was intended to cover only the first one hundred dollars' worth of goods purchased. That is to say, you were to sell one hundred dollars' worth of goods to your customer, which the person signing the guaranty would pay for. The language does not imply that the guaranty was to cover an indefinite number of purchases up to the sum of $100.

RIGHT TO INTEREST WAIVED BY ACCEPTING PRINCIPAL

QUESTION: "A" ordered goods of "B" of the value of $260 The usual terms are thirty days net. "A" let the account run for six months and then paid it. "B" now claims five months' interest on the account, amounting to $650. Must "A" pay the interest? X. Y. Z.

REPLY: We think not. Where there is no agreement for the payment of interest, the rule is that the creditor by accepting the principal without claiming interest, waives his right to claim interest. It follows that when "B" accepted the $260 without then claiming interest, he lost any rights which he might otherwise have had against "A."

CAN COLLECT EXTRA COMPENSATION

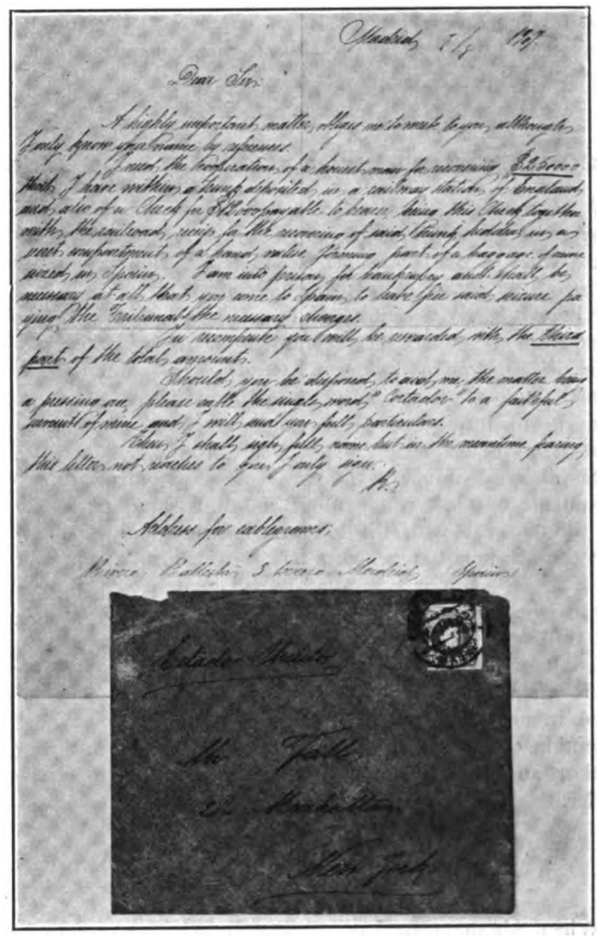
QUESTION: A man employed our company to supply metal ceilings and walls for a hall for $700. We supplied extra metal for a partition of the value of $50 upon the oral order of the architect who was superintending the building. The owner refuses to pay the extra $50 because he says we had no order from him, although he visited the building from day to day and must have seen what was being done. Can we collect this extra $50 from him? G. S. Co.

REPLY: You can. If he was present in the building from day to day, he must have seen the extra work and material supplied, and so permitted it. He is therefore liable under the new rule that if a person allows another to work for him under such circumstances that no reasonable man would suppose that the latter means to do the work for nothing, he must pay for it.

GREAT OPPORTUNITY IN SPAIN

Some time ago Mr. E. L. Fall, a roofer at 20 Manhattan Street, New York, received the letter which we reproduce herewith, and posted it in his window accompanied by the sign "We don't want the money. Do you?"

This is a new phase of the old fraud scheme which was worked on American merchants some years ago. At that time a beautiful Cuban girl, the heiress to a large fortune in Cuba, was



reported to be imprisoned in Spain for complicity in the Cuban revolution in default of a heavy fine. Aid was solicited to pay this fine and thereby release the beautiful heiress that she might come into the enormous fortune which awaited her upon her re-arrival in Cuba. The benefactor was promised a certain large portion of her legacy—from one-third to one-half—for advancing the paltry few thousand dollars required to pay the fine imposed by the Spanish authorities "for complicity in the Cuban revolution."

What wonderful opportunities exist in Spain

THE ORIGIN OF FISHING REELS

The origin of the fishing reel is shrouded in mystery. J. M. Clark, a veteran Kansas City angler who has given considerable study to the subject, says the fishing reel is at least 3,000 years old. A picture of that age representing a fisherman with a rod and reel is hanging in the gallery at Hong Kong, China, he says:

"The reel in the picture is described as being made of metal, probably bronze," said Mr. Clark. "It is large and cumbersome and is of the single action pattern."

A century or more ago reels made of wood were in use in England, Scotland and Wales. These reels were about five inches deep, the drums being, therefore, very large. They were used in salmon fishing. Subsequently manufacturers offered metal reels, but they were so large and cumbersome that it was not until many years after their first introduction and after their weight had been lessened that they came into general use. All of these reels were, of course, crude in construction and of the single winch pattern.

It was about sixty years ago that the first multiplying reel was introduced. It is said to have been the invention of two Kentucky watchmakers. These men first made double multipliers; that is, for each revolution of the handle there were two revolutions of the spool containing the line. Later these same men are credited with the invention of the quadruple multiplying reel, which takes up line four times as fast as the handle is turned. The inventors never applied for a patent. At present there are more than fifty firms in the United States manufacturing quadruple reels.

CONCENTRATE UPON THE SALE ON HAND

It is a mighty good rule to never talk about a competitor. There is a little bit of logic which says: A wise man talks about the virtues of that which he has to sell, a vain man talks about himself, and a fool talks about his competitor.

There is never a cent made by telling your customers what a competitor is doing. If they insist on telling you what he is doing, it is a good policy to listen to it all, and then when it comes time for you to express an opinion, merely pass the matter over as of little consequence and proceed to interest them in what you are selling.

So long as you have the ear of the customer, you have the advantage over all competition, and it is your duty to proceed to fill that ear with the kind of information which will convince its owner that he must buy the identical thing which you have to sell, not only because it will exactly fill his needs, but because he wants to buy it of you, so you can get the benefit from his trading. That is the feeling everyone who sells goods should strive to create. It makes no difference what your competitor says, when you once create that feeling, and you can only succeed in accomplishing this object by concentrating your entire attention on the matter in hand, forgetting all about your competitor, and letting him take care of himself, while you land the order.

FOND AFFECTION

When Abraham Brokaw, millionaire plow manufacturer and capitalist, of Bloomington, was on his last legs he hired Louis C. Ijams to amuse him and tell him stories, and he hired Miss Salina Lantz to nurse him. Louis is sixty-five years of age. Miss Lantz is forty-eight years of age. Neither of them were ever married, but sitting by the bedside of the millionaire and speculating on how much he was likely to leave them made a community of interest. Great was their disappointment, therefore, when the old man died and left them nothing. Ijams sued the estate for $10,000 averring that he had told the old man 10,000 stories during his illness, and they were worth $1 each. The court gave him $7,500, and on receipt of this he has married Miss Lantz and gone to Terre Haute on a visit.—Peoria, Ill., *Star.*

ENORMOUS POSSIBILITIES IN THE PHILIPPINES

Milton E. Springer, manager of the American Hardware and Plumbing Co., of Manila, P. I., as one of the board of directors of the Manila Merchants' Association, has sent us a number of bulletins published by the association which show the wonderful resources of the Philippines that are waiting for capital to develop. Mr. Springer is one of many business men comprising the association. They have subscribed one hundred thousand pesos to promote the development of the Philippine industries, and are confident that the results will be beneficial not only to residents, but to capitalists who are looking for an opportunity to invest their surplus.

Manila hemp, the leading cordage fiber of the world, is produced only in the Philippine Islands. This fiber is obtained from the stalk of a plant which closely resembles the common banana. Both the plant and the fiber are known in the islands as "abaca."

This one product, Manila hemp, constitutes more than two-thirds of the total value of all Philippine exports. The growing of hemp is one of the safest and at the same time one of the most profitable lines of agricultural investment in the islands. The introduction of improved methods of cultivation, irrigation, and machines for cleaning the fiber should make this industry even more profitable in the future than it has been in the past. With enormous areas of the finest hemp lands in the Philippines still untouched the opportunities for the extension of the industry are almost unlimited.

The cultivation of tapioca as well as the lumber industry offer enormous possibilities, but so far have been sadly neglected. Climatic conditions of the Philippines and the health of the islanders have been much misrepresented. Heat prostrations are unknown, and the death rate of Americans in that climate is lower than in the majority of cities of the United States.

MARKET FOR WIRE FENCING IN ARGENTINA

Consul-General A. G. Snyder writes from Buenos Aires that there is a large and ready market in Argentina for all classes of wire fencing, straight wire being largely imported from Europe, while woven-wire fencing has a large sale. Any new style of woven fencing wire would likely do well, as the farmers and ranchmen are ready and anxious to try any new innovation that may strike their fancy. Cattle, sheep, and the like are the principal things the farmers have to fence against.

PRETTY GOOD FOR ONE WEEK'S WORK!

The Evans Hardware & Implement Company sold a buggy one day last week besides doing much other business. Pretty good for one week's work.—Herington, Kans., *Sun.*

A Hardware store of Birmingham, Ala., advertised their refrigerators by means of a guessing contest. One of the refrigerators was put in a show window and in it was placed a 100-pound cake of ice. A valuable prize was offered to the person who should guess closest to the exact number of hours and minutes that would elapse before the ice was completely melted. Much interest was taken in the contest and more than 2,000 persons registered guesses. One hundred and five hours and eighteen minutes were required to melt the ice.

LIKES IT VERY MUCH

BOSTON, September 10, 1907.

I have been a subscriber to HARDWARE for the last ten years and like it very much, especially in its new dress.

H. D. GOODALE,
of H. D. Goodale & Co.

Increase Your Sales and Profits. Handle Those GREATLY ADVERTISED

FORKS
HOES
RAKES

TRUE TEMPER

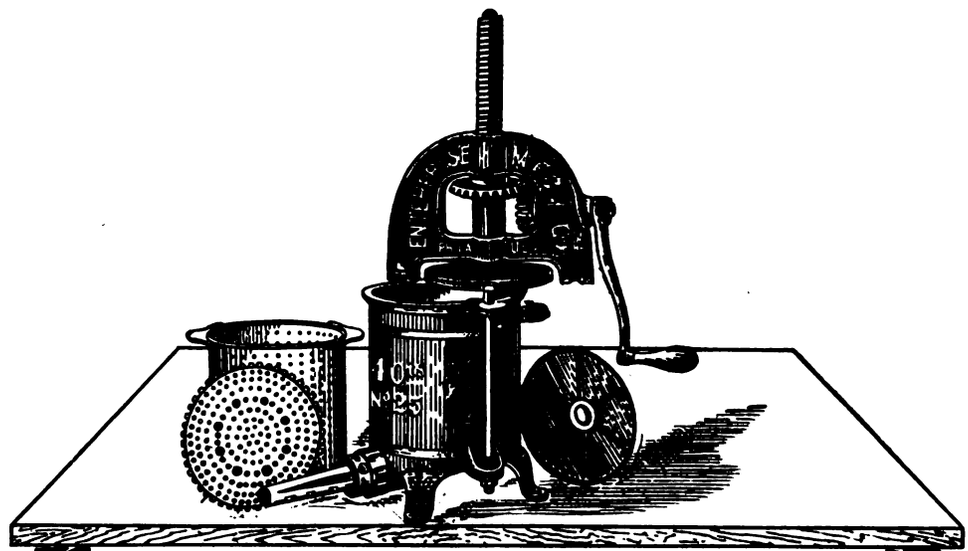
Farm and Garden Tools of all Kinds.

Your Customers are READY TO BUY THEM. || AMERICAN FORK & HOE CO. CLEVELAND, OHIO. || They are EASY TO SELL

WINDOW DISPLAYS IN SMALL TOWNS

Does it pay to dress show windows in small cities and towns, and how frequently? This question put to twenty-six small retail Hardware dealers, brought a variety of answers. One gave a decided "No" to the first part of the question, another could not trace any results to his efforts in that direction, and a third did not think it paid in small towns, "as there is no protection from dust, which damages the goods." All the rest were satisfied that window dressing pays even in the smallest towns. Many of them were most emphatic in their testimony. "An attractive show window is worth more in my estimation than a two-column ad. in a newspaper." "Our window advertising is the cheapest and best and most profitable part of our business." "Good show windows increase your sales every day." "It pays well to dress windows, even in small towns." And so on. But the thing has to be well done; this is insisted upon by one contributor after another. The windows must be kept clean, and so, too, the goods shown in them. That means frequent overhauling.

Change every week is the usual suggestion, although a few are content with fortnightly redressing, and one, like the moon, comes up new only once a month. To facilitate this frequent change, simple, instead of elaborate displays are recommended by one retailer. "The people will soon learn that you change your window often," writes the dealer, "and will stop and look every time they go along to see what you have in your window this week."



The great secret of successful enterprise is to prepare in time to push the *right thing* at the *right time.* Just *now* get ready for selling the famous **Sausage Stuffer and Lard Press** marked:—

"ENTERPRISE"

You know its good points. So do your customers. The whole story is on page 45 in our catalogue. Have you a copy handy? If not, write

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.
New York, 21 Murray St. San Francisco, 438 Market St.

DEATH OF ROBERT J. vom CLEFF

Robert J. vom Cleff, of vom Cleff & Co., died at Watkins, N. Y., Friday, September 13, and was buried from his home on Jersey City Heights on Tuesday, the cause of his death being a complication of troubles, but mainly heart trouble.

Mr. vom Cleff was born in Cronenberg, near Solingen, Germany, January 29, 1847. He came to America about 1867 and for several years was employed in the New York German Consulate. In 1873 he founded the business, of which he has always been the head, it being incorporated under the present style in 1902, he becoming its president. The business of the house has always been the manufacture and importation of general



ROBERT J. VOM CLEFF

Hardware, such as pliers, nippers, surgical instruments, jewelers' tools, pocket cutlery and kindred lines, drawn principally from Germany and France. He was a wholesouled, generous man and a most considerate employer. He was a man of high character, capable, thoroughly honest and of unquestioned integrity.

Mr. vom Cleff was a member of the Hardware Club, New York, the Arion Singing Society in both New York and Jersey City, was long District Deputy in the Masonic fraternity and later a member of the Grand Lodge of New Jersey. An association that was dear to him was his connection with the German-American School of Jersey City, having served as president of the Board of Trustees for many years. He was also a member of the Deutsche Gesellschaft, in New York, a German business organization, as well as being identified in various ways with several outside business organizations. Mr. vom Cleff is survived by a widow, two daughters and a son, the latter identified with the business, which will be carried on as usual.

HARDWARE is very instructive, and a clean paper. It gives all information and suggestions required in our line of Hardware.

P. H. VOLK & Co.

HARDWARE PATENTS

THE FOLLOWING LISTS OF PATENTS, TRADE MARKS AND DESIGNS OF INTEREST TO OUR PATRONS ARE FURNISHED BY DAVIS & DAVIS, SOLICITORS OF AMERICAN AND FOREIGN PATENTS, WASHINGTON, D. C., AND ST. PAUL BUILDING, NEW YORK CITY.

PATENTS EXPIRED SEPTEMBER 2, 1907

435,389. LAWN MOWER. C. H. Braithwaite, Ardmore, Pa.
435,414. STRIPPING TOOL. H. W. Fisher, Pittsburg, Pa.
435,441. LAND ROLLER. J. G. Mallery, Flint, Mich.
435,479. WASHING MACHINE. B. R. Briles, Crotty, Kans.
435,498. DOOR SPRING. J. D. Hovermale, Sharpsburg, Ky.
435,569. LOCK. C. M. Stiner, New York, N. Y.
435,657. ADJUSTABLE SAW TOOTH. A. W. Walter, Canton, Ohio.
435,677. DOOR CHECK. E. I. Blout, Boston, Mass.
435,678. DOOR CHECK. E. I. Blout, Cambridge, Mass.

PATENTS ISSUED SEPTEMBER 3, 1907

864,805. ENGINEER'S WRENCH. M. Schwendner, Reading, Pa.
864,806. WRENCH. M. Schwendner, Reading, Pa.
864,812. KNIFE OR OTHER CUTTING BLADE. G. Thuiller, Nogent-en-Bassigny, Haute-Marne, France.
864,819. LOCK. W. H. F. Young, Muncie, Ind.
864,864. STOVE. I. B. Sanders, Fort Worth, Texas.
864,898. FOLDING STEP LADDER. F. B. Koues, Rutherford, N. J.
865,097. LAWN MOWER. E. Franke, Astoria, N. Y.
865,127. WRENCH. E. E. Scales, Braddock, Pa.

PATENTS EXPIRED SEPTEMBER 9, 1907

435,913. WASHING MACHINE. P. T. Benbow, Wichita, Kans.
435,920. CARPET STRETCHER. M. J. Cook, Syracuse, N. Y.
435,951. BENCH PLANE. A. E. Rust, Pine Meadow, Conn.
435,965. COMBINATION GRATE AND STOVE. M. Dallas, Atlanta, Ga.
436,022. VEGETABLE SLICER. C. Schnetzer, Ontario, Canada.
436,043. CHOPPING KNIFE. E. I. Maranville, Poultney, Vt.
436,073. NUT WRENCH. B. Clow and G. E. Clow, Jersey City, Mo.
436,089. WASHING MACHINE. W. J. Sage, Cornellsville, Pa.

PATENTS ISSUED SEPTEMBER 10, 1907

865,348. SAW. J. M. Allison, Indianapolis, Ind.
865,421. LOCK. P. Muller, Breslau, Germany.
865,491. BENCH PLANE. B. M. Graves and F. N. Loson, Lowville N. Y.
865,621. SAW GUIDE. B. A. Wadsworth, Hale, Ore.
865,632. ADJUSTABLE HOE. J. E. Davis, Pleasant Shade, Tenn.
865,643. DUST PAN. C. W. Jackson, Armour, S. D.
866,918. CUTTING TOOL. E. W. Ladd, Washington, D. C.

FINEST HARDWARE STORE IN WESTERN NEW YORK

"The Tonawandas of Today" is the title of an interesting folder issued by the North Tonawanda, N. Y., board of trade. It refers to the many manufacturing advantages possessed by the Tonawandas, and illustrates a number of the plants now located there. Illustrations of public buildings, residences, etc., are also given, including a view of the interior of Knapp-Cramer Hardware Company's store, which is referred to as the finest Hardware store in Western New York."

ASSOCIATION OF WIRE MANUFACTURERS

The annual convention of the National Association of Wire Manufacturers met in convention at Bristol, R. I., on Friday, September 6, continuing over until Saturday, the 7th. Delegates were present representing wire manufacturing firms from nearly every part of the country.

ATKINS TO MANUFACTURE IN CANADA

E. C. Atkins & Co., of Indianapolis, Ind., are going to erect at Hamilton, Ont., a large branch factory at a cost of $150,000, to take care of their Canadian trade. The site has been acquired, and the new works will employ in the beginning 100 men.

FILES RASPS



NICHOLSON FILE COMPANY
PROVIDENCE, R. I. U. S. A.

HOW THE MOTORCYCLE MAKES GOOD

When you see a motorcycle eating up space at a lively gait, do you classify it as a cross between a runabout and a bicycle, or do you give it credit for being the thoroughbred that paved the way for the motor car? As a matter of fact the motorcycle was really the pioneer machine. Hardly had the bicycle taken its present form before efforts were made in this country and abroad to adapt to it some form of power-making machinery, the beginning along this line being various clockwork attachments that look very ridiculous to-day, but upon which their designers built extravagant hopes.

With the advent of the internal combustion engine, the problem was solved. European manufacturers quickly saw the possibilities offered, and motorcycles were in successful operation while the builders of motor cars were still working out the elemental questions underlying automobile manufacturing.

The foregoing must not be construed to mean that vast improvements have not been made to the motorcycle during the years that it has been on the market, but it is true that correct basic principles were more quickly reached in motorcycle designing than was the case with car building. The improvements have been along practical lines, such as the development of multi-cylinder machines, the rapid perfection of the essential parts of the motors, and the introduction of cushion forks and frames.

If America were not the original home of the motorcycle, it is none the less true that American designers have greatly improved upon the first foreign models, and American motorcycles are demanded from every corner of the civilized world.

At first regarded as a costly toy, the uotorcycle has created for itself a sphere in which it is supreme. Hampered for several years because it was classed by some as a freak bicycle and by others as a freak automobile, it has proved itself a vehicle with an identity of its own, having great speed, with extreme durability and dependability. Always under good control, it is now used extensively for pleasure, for sport, for countless forms of commercial work, and has been adopted the country over as the best instrument for curbing the arrogant motor car, and requiring its driver to observe the municipal speed regulations.

The marked renewal of interest in cycling during the last two or three years has been accompanied by a greatly increased demand for motorcycles. Perhaps the connection is more apparent than real, but it is certainly true that as more bicycles are to be seen everywhere, so also is the number of motorcycles increasing at an extremely rapid rate.

Doubtless one reason for the interest in motorcycles is to be found in the manner in which these machines are utilized for sporting purposes. Racing events in which motorcycles play a part always attract great interest, and long-distance riding, endurance contests, and like trials attract large crowds and bring competitors together from all over the country. Thirteen States were represented in the endurance run, preceding the annual meeting of the Federation of American Motorcyclists, which was held at Providence in August.

An interesting feature of this meet was the gasoline economy test. With one pint of fuel the winner in the single cylinder class made 25 miles 3,000 feet, and in the multi-cylinder class 15 miles 925 feet.

DEALER WANTS CATALOGS

John N. Lindsley, Hardware dealer, corner Main and Cone Streets, Orange, N. J., informs us that he is about to add to his stock a line of fishing tackle, ammunition, guns, sporting goods, etc., and would be glad to receive catalogues and price lists of the same.

THE BEST IN THE UNITED STATES

ST. LOUIS, Mo., September 16, 1907.

The improvements on HARDWARE of late have been remarkable, and the writer thinks that they have made it the best in the field of Hardware papers in the United States to-day.

Again congratulating you on the excellent paper you are getting out, we beg to remain,

Respectfully yours,

The Sporting Goods Dealer.

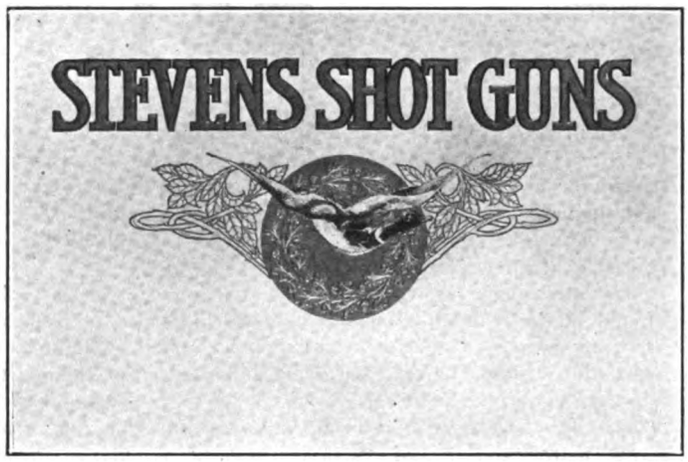
IMPROVED CARPENTERS' TOOLS
STANLEY RULE & LEVEL CO

A TOOL THAT'S STAMPED STANLEY IS THE BEST OF ITS KIND

SOLD BY ALL HARDWARE DEALERS
NEW BRITAIN, CONN., U. S. A.

REVIEW OF RECENT TRADE PUBLICATIONS

Stevens double-barrel shot-guns are illustrated and described in a beautiful little sixteen-page catalogue 8 by 5¼ inches issued by the J. Stevens Arms & Tool Co., Chicopee Falls, Mass., printed in three colors throughout, the cover of which is reproduced herewith, being in green, black and blue, and embossed. We have never had the pleasure of seeing anything finer in the

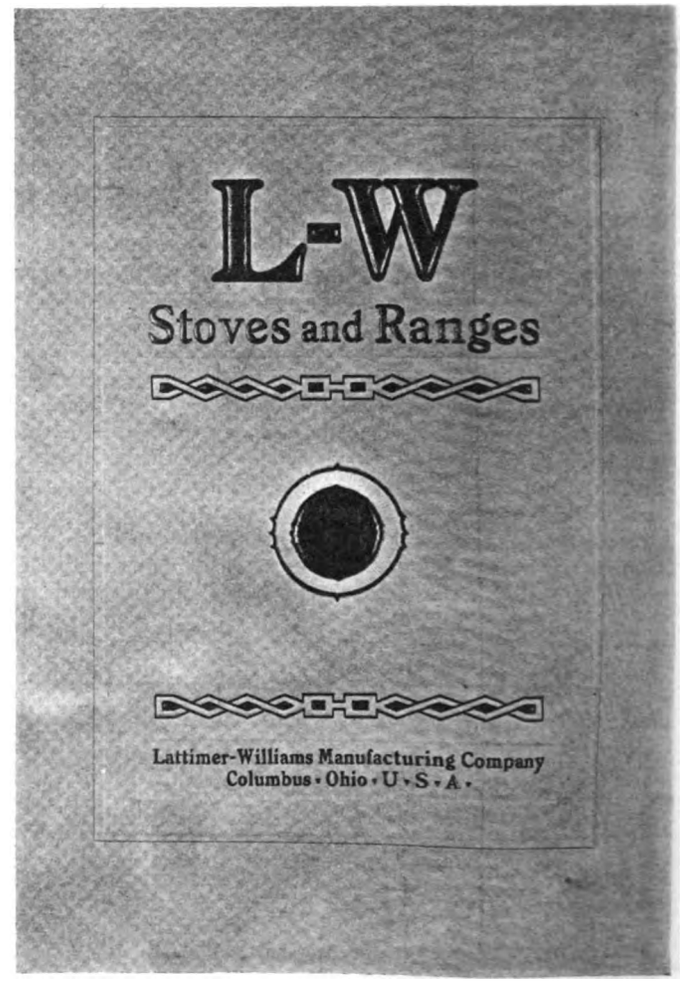


way of retouched gun photographs, half-tone engraving and high-grade press-work and printing on the same that is contained in this catalogue. Illustrations are given showing drop forgings for gun parts in the rough and also the finished product. Prices and all information concerning Stevens double-barrel hammer and hammerless shot-guns is contained. Each page is embellished with realistic pen-sketches depicting outdoor life in wood and field. The blue ink in which all reading matter is printed is a little too effeminate to be in keeping with the otherwise dignified make-up and coloring on the pages. This makes the warm color predominate over the cold, while the reverse should be the case. A highly creditable piece of advertising and one that is calculated to make the sportsman yearn to own a Stevens double-barrel shot-gun.

The catalogue of the Brass Goods Manufacturing Company, Union and Nevins Streets, Brooklyn, N. Y., is constructed on the loose-leaf plan, and is contained in an expensive half-leather binder, which allows it to be added to or subtracted from at any time. This latter feature is one that the dealer will appreciate, and which adds a dignity and touch of elegance to the book which it would be hard to equal in a cover permanently bound thereon. It contains illustrations, sizes and prices of all stock patterns of brass and bronze Hardware manufactured by the company, all of which are indexed both alphabetically and by number. Size 9¼ by 10½ inches, 162 pages.

According to the catalogue issued by the Hoxie Ammunition Co., 339 Marquette Building, Chicago, Ill., the Hoxie expanding bullet, after it has got good and busy in the carcass of some unfortunate species of big game, looks like the mud-track of a mule-shoe that had slipped from all four directions at once. The peculiarity of this bullet, according to the catalogue (we always quote from the catalogue), is that it will go clean through bone or any hard substance until it reaches flesh or tissue. Then it will immediately expand and inflict a fatal wound which from blood-loss alone is enough to cause the death of the biggest game. Other claims made for the Hoxie expanding bullet are, first, that it gives the sportsman a chance to use a high-velocity, small-calibre bullet with a light rifle to carry. Second, that it will travel exactly where it is aimed, unlike the large-calibre low-power bulets which drop before reaching the mark. Third, that notwithstanding its expanding qualities it has great penetrating power, and does not bulge on the surface, as do many other so-called expanding bullets. Fourth, that all examples of spent Hoxie bullets used for advertising purposes have been expanded on flesh and not on hard substances, such as wood. The arguments in this catalogue are skillfully prepared, and are enough to convince any man who can be convinced at all that the next time he goes hunting the best thing he can do is to lay in a supply of Hoxie bullets. They are made to fit all standard makes of rifles. Size 5¼ by 6¾ inches, twenty-four pages and cover.

The stove and range catalogue of the Lattimer-Williams Manufacturing Co., Columbus, Ohio, is high-grade in every respect—paper, printing and illustrations. On the first pages of the catalogue are given views of the factory, taken direct from the several departments, and impressive because of their naturalness and size. Each pattern of their stoves, ranges and heaters is illustrated by a large half-tone very true to life, and upon which the engraver has done excellent work. A conspicuous feature of this catalogue is the fact that the Lattimer-Williams Company do not sell to mail-order houses. Weights and measure-



Improved HANDY Furnace
--- PIPE ---

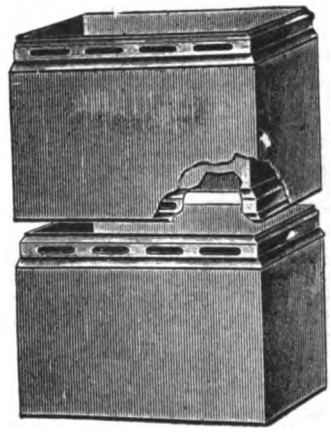
The Safest, Strongest and Most Perfect Furnace Pipe Made

PERFECT SALES
To the Dealer

Handy pipe has none of the drawbacks of ordinary pipe—it's different.

It can be installed quicker than any other make and when put up it "stays put"—no complaints - no profitless repairs. It has a 1¾ inch lap. One end is ⅜ inch larger than the other. It has the longest slip made.

Our illustrated catalog explains it. Write for it.



PERFECT SERVICE
To the Purchaser

Perfect ventilation with safety, plus a saving in fuel consumption are what the purchaser most desires in furnace pipe. You can give it to him in the

IMPROVED HANDY PIPE

It isn't just "plain pipe."

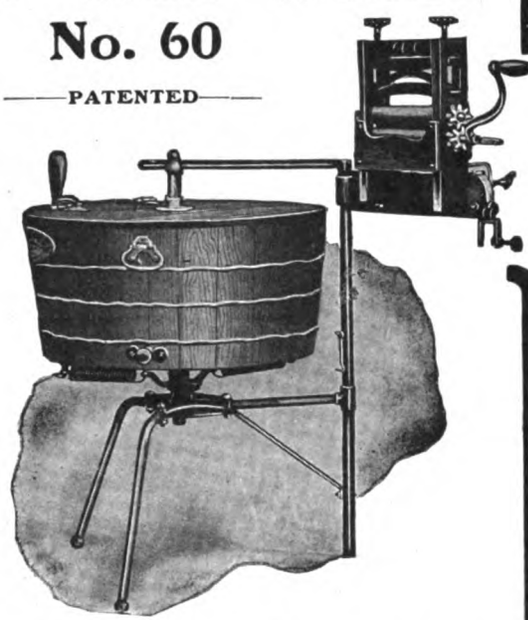
HANDY Pipe has a number of talking points that make sales easy.

WRITE FOR THEM.

Large stock always on hand. All orders large or small receive prompt shipment.

F. MEYER & BRO., Peoria, Ill.

NEW HOME WASHER
No. 60
——PATENTED——



A Perfect Machine. Easy Running. **Large Capacity. Rapid.**

A wonder worker and labor saver on wash day. The price will interest *you*, Mr. Jobber.

THE STANDARD MFG. CO., Shelby, Ohio.



CLEANS UP THE PROFITS

Fastest seller the trade ever saw. Beats eggs perfectly in fifteen seconds. Has fine bearings, positive foot grip to avoid slipping around bowl. Has extension crank and convenient grip.

Not to sell the CYCLONE is your loss. Get prices, also list of other hot-selling specialties included in THE BROWNE LINE FROM KINGSTON.

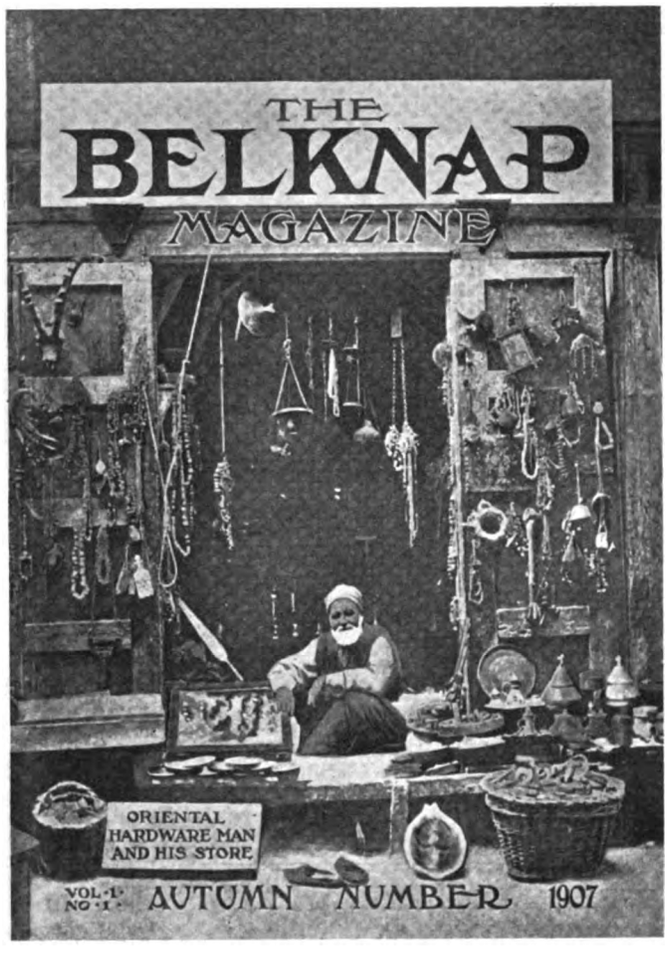
W. G. BROWNE MFG. CO.
KINGSTON, N. Y.

HARDWARE



ments of all goods are given. Size 7 by 10 inches, sixty-eight pages, printed throughout in green and black and sewed with a green silk cord. The cover is embossed. The only material criticism to offer is that the green used to embellish the inside pages is a trifle too dark, and does not register in the black outlines of the border as well as such a high-grade catalogue demands. Cover is reproduced in this department.

F. Meyer & Bro. Company, 1311 South Adams Street, Peoria, Ill., manufacturers of furnace pipe and everything needed for furnace work, have issued "The Handy Furnace Estimating Book and Tinners' Ready Reference, No. 21." It contains many pages of memorandum and estimate blanks as well as estimated weights of black and galvanized sheets, galvanized iron pipe per foot, flat rolled steel per foot, capacity of registers, circumference and area of circles, practical calculations to find the number of gallons in circular tanks, brick required for walls, weights



of various substances, etc., etc. Conveniently placed in this book are the pages containing illustrations, sizes and prices of the goods manufactured by the company. Size 4⅝ by 8 inches, forty pages and cover, printed on light green bond paper with flexible binding, for carrying in the pocket.

Twelve-page catalogue of dinner pails and folding lunch boxes issued by the Globe Stamping Co., Buffalo, N. Y. It is well prepared as far as cuts and reading matter are concerned, but is rather poorly printed. A little more money expended in this we guarantee would have made it produce double the results it will in its present form. Description and illustrations of these dinner pails and lunch boxes in all combinations are given. Size 6 by 3 inches.

The Fall circular issued by the Ralph Brown Co., Inc., Fifth and Tehama Streets, San Francisco, Cal., exclusive jobbers in guns and ammunition, fishing tackle, dog collars, cutlery and also a miscellaneous line of Hardware, consists of sixteen pages, size 9 by 15 inches. This latter feature is a disadvantage, as the circular would be more effective in a smaller size. It contains illustrations, sizes and prices on guns, rifles, sportsmen's clothing, gun cases, pocket cutlery, razors, etc. Each page is printed in two colors.

Belknap Hardware & Mfg. Co., Louisville, Ky., writes HARDWARE as follows:

"From the make-up of your publication, we know that you appreciate a good thing when you see it. We hope that the magazine we are sending you, which is a sample of our literary output, No. 1, would fall under that head. Just how far-reaching or continuous it will be we cannot say, but we realized that a magazine as a form of advertising was the method for to-day instead of the old large sheets that we once issued. If you think enough of this to give us mention in your columns, we will appreciate it. We got up the reading matter here."

Do we think enough of it? Well, rather! This Belknap Magazine would put the blush of shame on many ten-cent popular magazines that are selling over the news counters. This is the highest development of the house organ we have yet seen. It is profusely illustrated, both as regards reading matter and advertisements, and these illustrations are not the work of amateurs, but of good artists. It is a big undertaking for a private concern, and no one but a publisher of long experience could have conceived and executed such a magazine. Mr. Belknap seems undecided as to whether the venture will pay or not, and HARDWARE is willing to go on record as saying it will not, if the present high standard is maintained, the magazine is issued regularly, at close intervals, and the advertising and reading matter is changed to any extent. Both front and back cover are printed from three-color half-tone plates, and the front cover is reproduced in this department. Ninety-six pages, size 6¾ by 9½ inches.

"Electric Motor Equipments," issued by the Sprague Electric Company, 527 W. 34th Street, New York, is executed in the highest style of the printing art as regards drawings, engravings, typography, press work and paper. It shows their motors applied individually to different types of factory and printing machinery. This is without doubt the most economical method of driving machinery which is run intermittently, as the motor being direct connected the machine is never spending money for power unless it is earning it. With individual motors machines can be placed in any position to take advantage of light or foundation and no breakdown can occur which will tie up more than one machine at a time. It allows an ideal distribution of light throughout the factory, with no overhead belts and the consequent dust, noise, and expense of breakage. There are no lines or counter-shafts to eat up power throughout the day, and electricity can be carried long distances from one building to another without loss. The Sprague Company have made a specialty of the individual motor drive for many years, and their machines are recognized as among the best which can be employed for this purpose. Size of book referred to 8 by 10½ inches, seventy-four pages and cover.

The chuck catalogue of the Union Mfg. Co., New Britain, Conn., thirty-four pages and cover, in two colors throughout, size 4⅛ by 7⅜ inches, contains complete information, sizes and prices on all combination, universal, independent, geared scroll, scroll combination, planer, boring mill, car wheel, grinding machine, box body, round body and drill chucks of their manufacture. A handy catalogue, and printed in good style throughout.

A handy pocket catalogue from the Tower & Lyon Co., 95 Chambers Street, New York, consists of sixty-four pages and cover, size 3⅜ by 5⅞ inches, and is called the "Pocket Tool List." It contains everything in the way of planes, screw drivers, bits and augers, mitre boxes, key-hole saws, levels, rule

The "B-B" Rotary Washer

Does a Bigger and Better "Wash" in less time with less worry and less work than the "just-as-good" kind. For that reason it's the all-the-year-round favorite among thrifty housewives. Its



Points of Excellence

Roller Gearing
Sliding Block or Dasher (hardwood)
Tub of finest La. Red Cypress
Corrugated Staves and Bottom
Hoops, Gearing and Castings Aluminum Bronze
Easy Running—Easy Selling.

You'll have to search long to find its equal anywhere—as a Washer and Seller.

The question remains: How many do you need?

Let us tell you about the rest of our line.

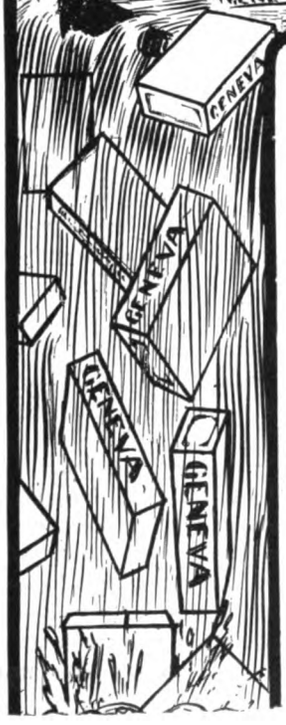
H. F. Brammer Mfg. Co.

DAVENPORT, IA.

A FLOOD OF QUALITY



3600 GENEVA RAZORS



EVERY DAY

is the output of our factory. Made in 300 styles of fancy handles.

By liberal patronage Hardwaremen show that they appreciate our efforts to give them that class of goods appropriate to their trade.

GENEVA RAZORS are dependable **always,** from our high priced razor to our cheapest style.

Special formula English steel used in the blades.

Mounting in every style of pearl, ivory, celluloid or hard rubber tangs.

Special designs in black, gilt line or two-color effects in gold or copper, etched on the blades.

Contract work our specialty. We operate our own case and box factory.

Samples submitted direct, without expense, or we will send an expert from the factory to consult with you.



GENEVA CUTLERY CO.

GENEVA, N. Y.

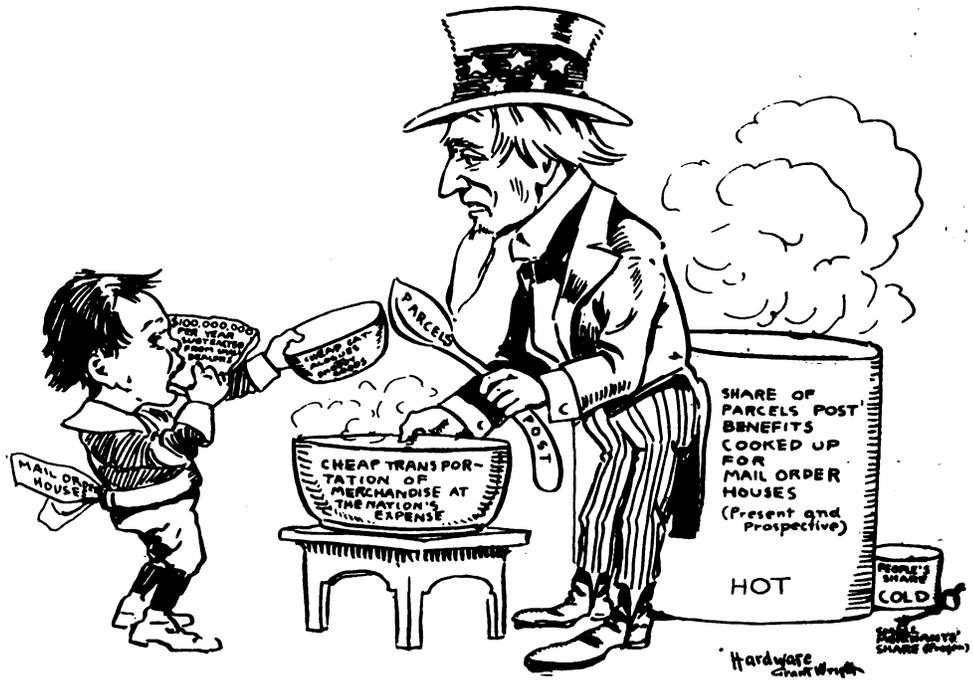
gauges, plumb bobs, pliers, wrenches, oil cans, vises, etc., manufactured by the Tower & Lyon Co. All descriptions, sizes and prices are contained.

The Fall catalogue of the Wyeth Hardware & Manufacturing Company, St. Joseph, Mo., is a substantial book of 160 pages and cover, with a loop to hang it up by. Size 9¼ by 11¼ inches, inside pages in one color, cover in two colors. The engravings are both half-tones and wood cuts and as the type matter is set fairly close an immense amount of Fall and holiday goods is shown. The Wyeth Company are jobbers and importers of Hardware, cutlery, sporting goods, metals, tin plate, tinners' stock, saddlery, saddlery Hardware and the well-known "Shield and Arrow" brand goods. They are also manufacturers of harness, saddles, collars and strap work.

"Hardware Hints" is the title of a house organ issued by the Logan-Gregg Hardware Co., Pittsburgh, Pa. The September number is before us. Unlike the Belknap Magazine, referred to above, this paper is not calculated to impress one very much for any special care exercised in its preparation, yet it holds the attention of the Hardware reader long enough for him to glance through its pages and absorb the material which interests him, and this is the first purpose of any advertising medium; whether it is in stylish or ordinary dress is a secondary consideration. Size 7½ by 10½ inches. Sixteen pages.

Benedict Art Studio, East Syracuse, N. Y., handworkers in brass, copper and iron, have sent us their catalogue illustrating their line of wrought iron and hand-hammered brass and copper novelties. Photographic reproductions of each and every pattern are shown, together with description and prices. Photographs are fairly natural in most cases, but on account of the color and lustre of the goods satisfactory photographs are hard to get. Eighty pages and cover, size 10 by 7 inches. Printed in one color.

A MODERN OLIVER TWIST



MAIL ORDER HOUSES—"PLEASE, MISTER, I WANT IT ALL"

DEATHS IN THE TRADE

Thomas Rhodes, a well-known Hardware dealer of Springfield, Ill., died on Thursday, September 5, aged seventy-eight years. Death was caused by appendicitis, complicated with acute peritonitis.

Jacob H. Walter, a member of the Hardware firm of Plumer & Co., of New Albany, Ind., died at his home in that city on Saturday, August 31, after a lingering illness of eight months from stomach trouble. He was fifty-four years old.

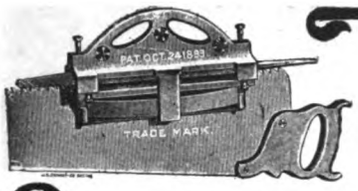
Henry J. Vogel, the tinware manufacturer of Brooklyn, N. Y., and vice-president of the Manufacturers' Association, died on September 3, aged fifty-nine years. Pleurisy was given as the cause.

Anthony Doherty, president of the Doherty Hardware Company, Ltd., of Baton Rouge, La., and one of that city's most prominent business men and influential citizens, died on September 7 after an illness of several months duration, aged sixty-three years.

Ellington Pennell, a Hardware dealer of Cambridge, Mass., died suddenly of heart disease the latter part of August, at his home in Somerville, Mass., aged eighty years. He had been in the Hardware business practically all of his life, before coming to Cambridge, having conducted a store in Bath, Me.

Turner E. Moorehead, the pioneer Hardware merchant of New Lexington, Ohio, died in that city on September 8, aged eighty-seven. He had conducted his business for nearly half a century.

Allen A. Rogers, sixty-five years old, a member of the firm of Miller & Rogers, Hardware merchants of Philadelphia, Pa., died on August 28 from the effects of injuries sustained in a runaway accident on August 21. Mr. Rogers was driving a spirited horse which became frightened and ran away. In an effort to save the life of his wife, who accompanied him, Rogers sprang out of the carriage, intending to run ahead and stop the runaway, but in alighting he fell and fractured his right thigh.



The PERFECT SAW JOINTER AND SKATE SHARPENER

The Only Practical Jointer

Uses any file, flat, triangular, or half round. Will "joint" or square any straight edge. A tool that no wide-awake carpenter or mechanic can afford to be without; saves time, labor, wear and tear on the hands and insures accuracy.

Used with a half-round file it is unsurpassed as a skate sharpener.

PIKE MANUFACTURING CO.
PIKE, N. H.

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The original and only

GENUINE STILLSON WRENCH



is drop forged from high-grade steel and is a marvel of strength.

Takes hold, and holds pipes, fittings, etc., without crushing them and lets go with praiseworthy promptness.

Puts the just-as-good kind in the shade always.

That's why thousands of mechanics cling to the Stillson.



WALWORTH MFG. CO.
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BOSTON, MASS.

NEW YORK OFFICE
PARK ROW BUILDING

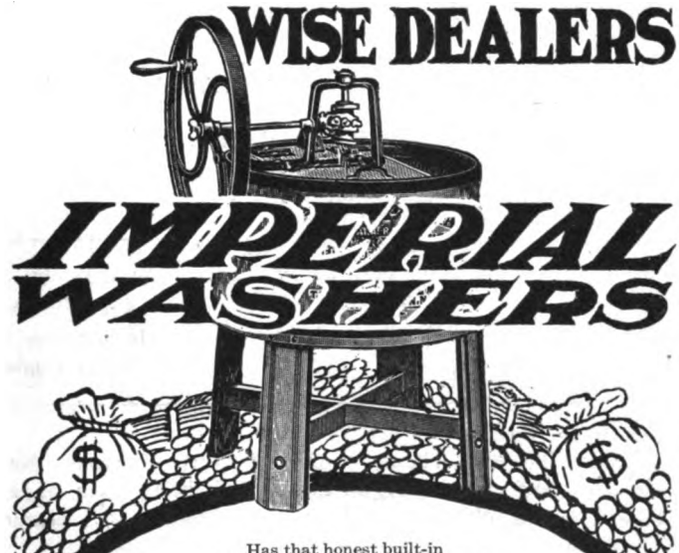
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Has all Steel Roller Bearings and Aluminum and Bronze Castings.

Runs without Friction, is easily operated, substantially constructed and has a handsome appearance.

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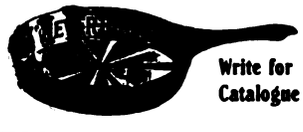
THE BLACKSTONE MFG. CO.
Established 1871.
Jamestown, N. Y.

"NEVER-BREAK" TRADE MARK

STEEL SPIDERS GRIDDLES AND KETTLES

"Never Break" Cooking Utensils WILL NOT SCALE OFF like cheap enamel; WILL NOT SCORCH OR BURN like light frying pans or skillets; WILL NOT ABSORB GREASE OR FLAVORS like cast-iron. In a word, "HYGIENIC" is the condition and "HEALTH" the result when using.

Pure and Absolutely Safe



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Cleveland, Ohio

Sole Manufacturers of "NEVER-BREAK" GOODS.

THE HERBRAND SAFETY RAZOR
IS THE BEST
MADE BY **THE HERBRAND CO., Fremont, O.**

WITH THE DEALERS

NEW STORES, INCORPORATIONS, Etc.

Advance, Mo.—The Advance Lumber Co. is engaging in the Hardware business.

Canyon, Tex.—Thompson Hardware Co. has been incorporated; capital stock $25,000. Incorporators: W. A. Johnson, H. L. Gill and T. C. Thompson.

Chillicothe, Tex.—G. R. Jones & Co. have engaged in the Hardware business.

Covington, Ky.—Articles of incorporation have been filed of the Fischer Bros. Co., successors of John A. Fischer's Sons Co., Hardware and electrical supplies dealers. The capital stock is fixed at $60,000 of which $30,000 is cumulative preferred and $30,000 common.

De Queen, Ark.—The Hays Hardware Co. will open a store at De Queen about January 1, under the management of E. D. Hays. The company has been organized several months, but has not been able to obtain suitable quarters.

Dickinson, N. D.—The Dickinson Hardware Co. was recently incorporated with a capital stock of $50,000.

Duluth, Minn.—A. L. Geise has leased the store in the Bridgman & Russell building and will soon open for business with a new and complete line of Hardware.

Houston, Tex.—Adoue-Blaine Hardware Co. has been incorporated; capital stock, $400,000. Incorporators: J. B. Adoue, James G. Blaine, Henry Cook, R. H. Archer and Mrs. Tillie Lieberman.

Ionia, Kans.—The Ionia Hardware Co. has opened a new store.

Lenoir, N. C.—The Lenoir Hardware Co. has been incorporated with a capital stock of $125,000.

Lexington, Va.—Myers Hardware Co.—S. M. Dunlap, president; Sidney W. Wilson, vice-president; W. Horace Lackey, secretary and treasurer—all of Lexington. Capital: Maximum, $25,000; minimum, $15,000.

Lisbon, N. D.—Gilbertson & Raner have engaged in the Hardware and implement business.

Munday, Tex.—The Castles-Penick Co. has been incorporated with a capital of $20,000, and will conduct a Hardware and implement business.

New York, N. Y.—American Wrench Co., Hardware jobbers and retailers, has been incorporated; capital, $30,000. Incorporators: I. J. Meagley, Henry Hasier, Henry T. Rodman, 33d Street and Fifth Avenue.

Oklahoma City, Okla.—The Klein Hardware Co. has been incorporated with $15,000 capital stock. The incorporators are Harvey C. Klein of Edna, Kan.; Elmer E., Leonard L. and Charles Klein, all of Oklahoma City.

Overton, Tex.—Real & Bagwell have put in a new stock of Hardware, etc.

Passaic, N. J.—James L. Van Duyne and Denman Powers have formed a partnership under the firm name of Van Duyne & Powers for the purpose of conducting a general Hardware business at the old stand of the Forsythe Hardware Co., at 356 Passaic Street.

Red Bank, N. J.—The Red Bank Hardware Co. have opened a new store in the new building at 10 Monmouth street. They sarry a line of Hardware, paints, oils, mechanics' tools, etc.

Riverdale, Neb.—Brown & Pratt have engaged in the Hardware business.

Rochelle, Tex.—J. S. Neal & Son have just engaged in the Hardware business.

Seattle, Wash.—Enterprise Hardware Co. has been incorporated; capital, $40,000. Incorporators: W. L. Turner, L. T. Stewart, Fred E. Martine, M. M. Wardall and R. M. Wardall.

Stillwater, Okla.—W. E. Moreland is putting in a new stock of Hardware.

St. Louis, Mo.—Manchester Hardware Co. has been incorporated; capital, $5,000. Incorporators: Stephen Godfrey, Patrick Godfrey and Thomas Lawless.

Wellington, Ohio.—The Warren-French Co. has been incorporated; capital, $10,000. Incorporators: W. D. Warren, R. L. French, H. M. Warren, M. E. French and C. L. Warren. Hardware, plumbing, etc.

CHANGES AND IMPROVEMENTS

Binger, Okla.—George A. Beck is about to sell out his Hardware business.

Binger, Okla.—The Bales & Winchell Mercantile Co. has sold out its Hardware department.

Bristol, Va.—The Virginia-Tennessee Hardware Co., a controlling interest in which was recently sold to R. C. Duff, of Duffield, Va., and C. L. Kidd, of Bristol, has been reorganized, following the retirement of William J. Brown, the president. The stockholders have elected the following officers: C. L. Kidd, president and treasurer; W. J. Fickle, vice-president and manager, D. B. Mullins, secretary.

Chadron, Neb.—Slattery Bros. have purchased the Hardware business of E. Mead.

Chattanooga, Tenn.—The Tom Fritts Hardware Co. have leased for a term of years the Stone Fort Building on Market street, just south of Eleventh street. They are having this building thoroughly equipped for their wholesale business, which they propose to enlarge. In this building they will do a strictly wholesale business, keeping their wholesale and retail stocks separate.

Diller, Neb.—Waggoner Bros. have purchased the Hardware business of J. L. Henrichs.

Harrison, Ark.—J. W. Kraft, formerly of Fort Smith, has purchased Dr. Hathcock's Hardware store.

Hoquiam, Wash.—W. Fesenfield has disposed of his Hardware business to F. L. Carman.

Huron, S. D.—Chas. S. Loveland and Don Tolmie have purchased an interest in the Hardware business of Wm. Waibel.

Ilion, N. Y.—The N. J. Newth Hardware Co. have purchased the Grimes & Pelton Hardware stock and taken possession. It is the plan of the company to erect a new block on the site formerly occupied by the Ilion news office and move the business from the two stores into the new block. This will probably be done in the Spring.

Kendallville, Ind.—The doors of the Hoffman Hardware store are closed and an inventory of the goods is being taken, as the stock has been sold to D. O. North & Co., of Garrett.

Lebanon, Ore.—Green & Walk have been succeeded in the Hardware business by Butler & Walk.

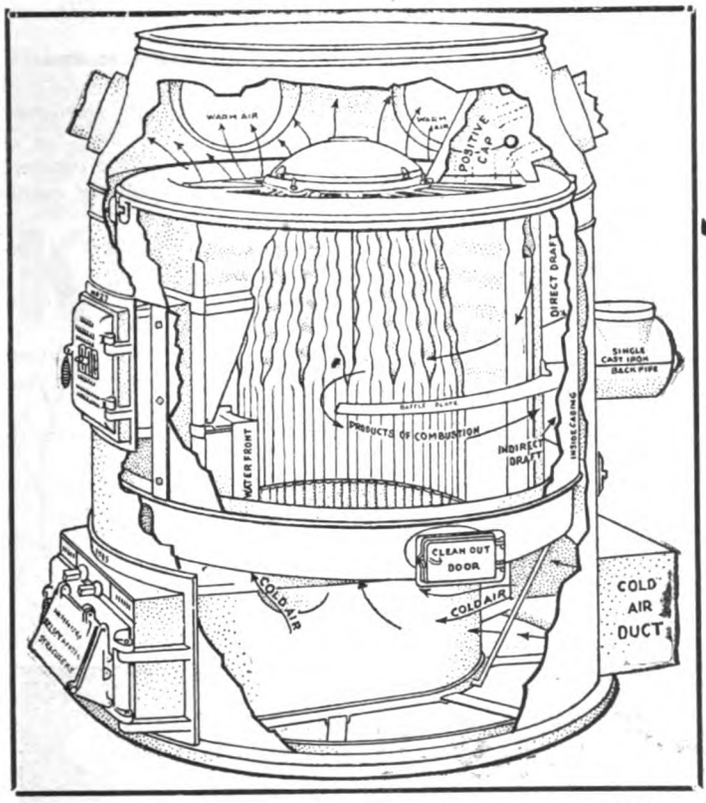
Mahomet, Ill.—Fred Scott has sold his Hardware store to James Young.

Medora, Kans.—P. B. Ratzloff who has been in the Hardware business here for the past five years has gone out of business.

Milbank, S. D.—Wood Bros, have sold their Hardware business to Nicholas Potts of Twin Brooks.

New Iberia, La.—Work has commenced on the new two-story brick building opposite the City Hall on Main Street, to be occupied by the Voorhies Hardware Co.

New London, Wis.—Falkenhamer & Kenkel is the name of a



The Intending Buyer

THE KELSEY IN CONSTRUCTION AND METHOD OF WARMING AND DISTRIBUTING AIR IS UNLIKE ANY OTHER HEATER.

The Kelsey warms large volumes of fresh air properly and most economically by passing in separate currents up through corrugated cast iron flues or sections which form the Fire Cylinder and Combustion Chamber.

Each flue has eight square feet of heating surfaces and weighs about 70 pounds. There are from eight to sixteen flues in each Generator, which gives the Kelsey more than double the weight and heating surfaces of the ordinary furnace. All the heat is utilized by the "products of combustion" passing down around the backs of the flues; and because of the passage of another volume of air up between the inside and outside casings, more air is warmed and no heat is wasted in the cellar or up the chimney.

THE KELSEY FORCES WARM AIR TO EXPOSED OR DISTANT ROOMS by means of the KELSEY PATENTED "POSITIVE CAP ATTACHMENT" placed over two or more flues and making a direct connection between the flues and heating pipes.

THE KELSEY RECORD:

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AND SALES INCREASE EVERY YEAR.

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NORMAN STOVES AND RANGES. ROCHESTER, N.Y.

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BUILT AS CAREFULLY AS A FINE WATCH

A Range that is worthy of the name.

The recipient of unstinted praise from dealers and the delight of ALL its users.

Beautiful, serviceable and RIGHT UP TO THE MINUTE in design and improvements.

Let us communicate with you regarding it. Send for catalogue.

GALUSHA STOVE CO.
Court St., ROCHESTER, N. Y.

HARDWARE

firm of Milwaukee men who have purchased the Hardware business of E. P. Laugesen and Mr. Falkenhamer.

Norfolk, Va.—H. H. Myrick & Co. have removed their general Hardware store from 516 Effingham Street to the corner of County and Effingham Streets.

Oneida, S. D.—The Johnson & Nelson Co. has purchased the Hardware business of Mrs. L. A. Tenney.

Philipsburg, Mont.—D. H. McDonald has succeeded to the Hardware business of McDonald & Jacky.

Prosperity, Mo.—The Weeks-Betts Hardware Co. has increased its capital stock from $16,000 to $00,000.

Schaller Ia.—D. Dillon, of Taunton, Minn., has purchased the Hardware business of W. J. Howard.

Spokane, Wash.—F. Bruya has retired from the Hardware firm of H. W. Bendsick & Co.

Springfield, Mo.—Leonard Hardware Co. have leased the first and third floors of the three-story building on the northeast corner of College and Campbell Streets, and they will move to their new quarters about January 1.

Stanton, Neb.—G. H. Glaser has been succeeded in the Hardware business by Glaser & Son.

St. Johnsville, N. Y.—McRae & Son have closed their Hardware, tinware and plumbing establishment and agricultural implement depot on East Main Street.

Sutton, Neb.—F. J. Hoerger has sold his Hardware business to a firm styled Griess, Pfeiffer & Co.

Tacoma, Wash.—F. M. Calcom has sold out his Hardware business to the Minneapolis Lumber Co.

Tacoma, Wash.—The Hunt & Motlet Co. has let the contract for a new $25,000 building for its wholesale Hardware establishment.

Valley Falls, Kan.—John Beyer has sold an interest in his Hardware store to J. C. Young.

Waverly, Neb.—Wm. Birdsall has succeeded to the entire Hardware business of the A. L. Price Hardware Co.

Wilmington, N. C.—The well-known Hardware firm of Sloan & Sweeney, on Market Street, will remove October 1st to No. 18 South Front Street.

Windom, Kans.—C. W. Noerborn has sold his Hardware store to W. E. Chisholm.

Worthington, Ia.—Keve Lumber Co. have bought S. Jaeger's Hardware store and will put in a complete stock of Hardware.

Youngstown, Ohio—J. A. Horton and Lake S. McNabb have purchased the Hardware store of Wirsing Bros.

AMONG THE MANUFACTURERS

NEW INCORPORATIONS, Etc.

Atlanta, Ga.—Application for charter of the Atlantic Bolt Co. has been made by Stanley Wimbish and A. E. Enberg. The capital stock of the company is placed at $6,000.

Batavia, Ill.—Bergen Tool Co. has issued a notice of dissolution.

Boston, Mass.—The Norton Door Check Co. has been incorporated to manufacture doors, door checks, springs, etc.; capital, $50,000. President and treasurer, Lewis C. Norton, Newton.

Boston, Mass.—The White-Merrill Co. has been incorporated to manufacture firearms and machinery; capital, $100,000. Treasurer and clerk, S. Merrill, Globe Office Building, Boston.

Bound Brook, N. J.—The Royal Cutlery Co., Franklin Township—iron, steel metallic compounds, etc., has been incorporated to manufacture cutlery, mechanical implements, etc.; capital, $25,000. Incorporators: C. Haussman, A. Greif, C. Zuckerman, Bound Brook.

Brooklyn, N. Y.—Anderson Machine Co. has been incorporated to manufacture machinery tools, etc.; capital $10,000. Incorporators:: George J. Adams, Bay Shore, L. I.; Henry Mills, No. 899 Halsey Street, Brooklyn; Ernest D. Anderson, No. 30 East 22d Street, New York.

Brooklyn, N. Y.—R. E. P. Sporting Goods Co. has been incorporated; capital, $15,000. Directors: Dwight W. Pardee, Roy E. Pardee, 1,310 Dean Street, Brooklyn; Edwin D. Worcester, 48 East Forty-ninth Street, New York City.

Brooklyn, N. Y.—The United Expanding Bolt Co., Ltd., has been organized to manufacture nuts, bolts and screws, with a capital of $30,000, by George B. Martin, William A. Cooper and E. J. Mastaglin.



Buffalo, N. Y.—The A. E. Traeger Specialty Co. has been incorporated, with a capital stock of $15,000, to manufacture sheet metal and wire goods, specialties, cooking utensils, etc., and will commence operations as soon as factory premises are secured.

Chicago, Ill.—Russell & Erwin Mfg. Co. has been incorporated to manufacture and deal in Hardware; capital, $25,000. Incorporators: Scott Cummings, Z. B. Waggoner, Frederick Secord.

Chicago, Ill.—the Champion Mfg. Co. has been incorporated with a capital of $50,000 to manufacture Hardware specialties. The officers are Charles P. Dunbaugh, president; James W. Eastland, secretary; Amos C. Fritz, superintendent.

New York, N. Y.—Chaffee Mfg. Co. has been incorporated; capital, $20,000. Directors—Max Warcheiser, 276 Stockton Street; Joseph Kleidmann, 635 Forty-ninth Street, Brooklyn; Martin Joachimson, 209 West 148th Street, New York.

New York, N. Y.—Charles Ramsey Co. has been incorporated to manufacture machinery, Hardware, etc.; capital $60,000. Incorporators: Charles Ramsey, No. 461 East 140th Street; Chas. H. Rush, No. 442 East 134th Street, New York; Edward D. Armour, No. 1577 Pacific Street, Brooklyn.

New York, N. Y.—Hudson Belt Fastener Co., Inc., has been incorporated to manufacture machinery, belting, tools, etc.; capital, $25,000. Incorporators: Theodore C. Hoffman, Newark, N. J.; George H. Blake, Jersey City, N. J.; Perry A. Hudson, No. 651 Lenox Avenue, New York.

New York, N. Y.—International Safety Razor Co. has been incorporated to manufacture safety razors; capital, $5,000. Incorporators: Israel A. Latz, Henry A. Rosenstein, Edwin K. Latz, No. 414 Broadway, New York.

New York, N. Y.—Snyder Sporting Goods Co. has been incorporated to deal in sporting goods, cameras and photograph outfits; capital, $30,000. Incorporators: P. Van Alstyne, N. H. Bishop, New York City, C. D. Folsom, Upper Montclair, N. J.

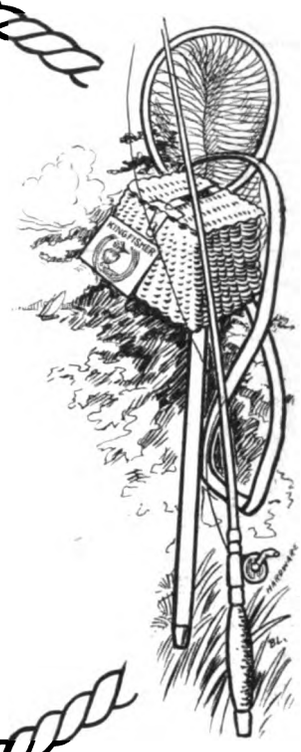
New York, N. Y.—The Automatic Bell Adjuster Co. has been incorporated to manufacture agricultural implements of all kinds, including belts, etc.; capital, $100,000.

Reading, Pa.—The Reading Hardware Co. have put into operation a model plant in the old tack works at the southeast cor-

The Fisherman's Outfit

is not complete unless it includes

KINGFISHER LINES



They are the

STRONGEST AND MOST DURABLE LINES

in existence. There's long experience behind every inch of **Kingfisher Line.**

There's satisfaction in every sale—satisfaction for both the purchaser and the dealer.



For the former because the **Kingfisher** supplies his every need as to quality and gives him confidence in his line.

For the latter because **Kingfisher Lines** clear the way to many profitable sales of Fisherman's Supplies simply because they get the customer interested in QUALITY. The true fisherman is particular about his outfit, and IT PAYS TO CATER TO HIM. **Kingfisher Lines** bring steady customers and repeat sales.

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Kingfisher Lines are carried in stock by every large Fishing Tackle Jobber in the country.

E. J. MARTIN'S SONS
MAKERS
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Not simply a high sounding, but meaningless string of words, neither an empty guarantee to give satisfaction, but a definite, absolute, binding guarantee that this paint will

WEAR FIVE YEARS

or paint for repainting is yours without charge.

That is the kind of guarantee we put on Pitkin's Barn Paint and live up to it, too..

GEO. W. PITKIN CO.

Paint and Color Makers

Established 1868 **BENTON HARBOR, MICH.** **Originators of Barn Paint**

ner of Third and Buttonwood Streets, which will be devoted exclusively to the manufacture of lawn mowers.

Roanoke, Va.—The Roanoke Stamping and Enameling Co. has been incorporated to manufacture tinware, etc. I. M. Warren, president and treasurer; J. A. Sprinkle, L. B. Davis, secretary—all of Roanoke. Capital stock: Maximum, $100,00; minimum, $50,000.

Toledo, Ohio—The Van Vleck Co., capitalized at $10,000, has been incorporated. The named incorporators are: George H. Van Vleck, Louis C. Van Vleck, Frank Drake, John T. Gray, and Wilber A. Iwen. A fish hook, which is of an entirely new design, especially adapted for fishing the larger game varieties, was recently patented in the United States by the inventors, G. H. and L. C. Van Vleck. The hook will be manufactured by an English concern for the Toledo company and offices and distributing facilities will soon be established here.

Trenton, N. J.—The Hillpot Manufacturing Co. has been incorporated to manufacture Hillpot window ventilator and wood, etc., iron articles, etc.; capital, $125,000. Incorporators: E. Furman Hoope and V. J. Wilcox, Trenton; O. F. Hillpot, Riegeisville, Pa.

CHANGES AND IMPROVEMENTS

Bridgeport, Conn.—The Union Metallic Cartridge Co. has awarded the contract for the erection of an additional factory at its plant. It will be one story, 84 by 102 feet, and used for general manufacturing.

Buffalo, N. Y.—The W. H. Curtis Mfg. Co., screw manufacturers, will erect a brick building at No. 1517 Niagara Street on a lot 50x220 feet, recently purchased for the purpose.

Camillus N. Y.—A clubhouse is to be erected at Camillus at a cost of $10,000. The plans have been prepared and accepted by the Camillus Cutlery Co., which is furthering the project. It is to be a two-story building above the basement, 50 by 100 feet in dimensions and equipped with all improvements. The basement will be used for bowling and the first floor will contain a reception room, card rooms, cafe and music hall. The second floor will have a large dining room, kitchen and pantries. Hard wood will be used to finish the building throughout. It will be completed by early winter. Architect Howard is building a modern office building for the Camillus Cutlery Co. It is 22x46 feet in dimensions and two stories high.

Chicago, Ill.—Amendment to the Independent Steel and Wire Co., by increasing its capital stock from $250,000 to $450,000.

Cortland, N. Y.—The Lewis Mfg. Co. has succeeded L. R. Lewis, and will continue the manufacture of the Perfection milk cooler and aerator, and the Farmers' Favorite feed cooker and agricultural boiler.

Elwood City, Pa.—The Glen Mfg. Co., manufacturers of Hartman steel picket fences and Glen folding mats, have completed a new building of fireproof construction, 30x50 feet, to be used as a paint house.

Hamilton, Ont.—William Holmes announces that he has taken into partnership Alexander Donald, late with the B. Greening Wire Co., Limited, the new firm style being the Canada Wire Goods Manufacturing Co., who will occupy the premises. The principal lines of manufacture will be wire cloth and ornamental wire work of every descripption.

Lowell, Mass.—The Lowell Scale Works has arranged to locate in Brattleboro, Vt., utilizing the Williams factory. The company has been in the scale business sixteen years.

Marion, Ind.—A statement has been filed showing that the Hoosier Stove Co. has increased its capital from $100,000 to $200,000.

Middletown, Conn.—The plant of Wilcox, Crittenden & Co., manufacturers of marine Hardware, which was burned a few weeks ago, will be rebuilt. Contract has been awarded for a concrete building, 60x200, one story; also a frame office and storage building.

Oneida, N. Y.—The two-story addition to the plant of the Westcock Chuck Co. has been about completed. Already some machinery has been placed in one part of the building and is in operation. The other machinery will be installed as rapidly as possible. With the addition in use the company will have much more room at its disposal.

The Oneida Steel Pulley Co. is filling in at the rear of its already large plant in preparation for the erection of a large addition which will be built as soon as possible. The business of the company has grown so rapidly that more room is a necessity.

Reading, Pa.—The Penn Hardware Co., Reading, Pa., manufacturers of builders' Hardware, are erecting an additional building, 60x100 feet, six stories, to their present plant. With the completion of the new structure the Penn company's plant will comprise a single stretch of buildings, 60 by 354 feet and will embrace approximately 220,000 feet of ground space. The company recently purchased a tract of land 125 by 450 feet adjoining its buildings and this will be partially used as a site for the new addition and for future extensions.

Stamford, Conn.—The Yale & Towne Mfg. Co., makers of builders' Hardware, etc., has filed a certificate increasing its stock from $1,000,000 to $1,500,000. Recent legislation authorized the company to increase its capital stock to $5,000,000, at its discretion.

Streator, Ill.—Iwan Bros., manufacturers of Hardware specialties, are building a new factory at South Bend, Ind., the foundation of which is being laid at this time. The building, which will cost about $15,000, will be of brick and will be two stories in height, 180x60 feet.

Figures of pig-iron production (exclusive of small quantities of charcoal iron) for July, 2,259,682 gross tons, while over twelve per cent in excess of the corresponding 1906 figures, indicate, however, a daily rate of production slightly lower than that displayed by the May and June figures of the same year. Figures for the seven months of the year, 15,486,136 gross tons, are over eight per cent. in excess of the corresponding 1906 figures. Notable increases of output for seven months are shown by the Pittsburgh and Mahoning Valley districts, the central and northern Ohio districts, and more particularly by the works located in the Northwest. The southern furnaces show a rather stationary condition as compared with the 1906 output.

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LUMBER CRAYONS
Are Good for Marking Metals Boxes, Etc., in Shipping.
GET OUR PRICES NOW!
ZELNICKER CRAYON WORKS
ST. LOUIS, MO.
That Cover "Ad." of Ours, While Good, Won't Convince You Like a Trial Order.

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MOUNT VERNON, ILL., September 2, 1907.

You have succeeded in greatly improving HARDWARE inside and out. HINMAN & MATHEWS.

NIVERSAL HACK SAWS

are to the mechanic as reliable as his micrometer.

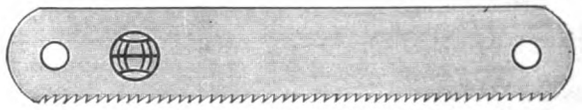
They are the standard by which the good and bad qualities of all other Hack Saws are measured.

Their use gives a sense of satisfaction because of their fine cutting qualities, and a sense of security because the user knows that Universal Blades need not be favored.

Your name and address on a postal will secure you samples and prices.

Give the samples to your customers to be severely tested.

The prices, you will discover, are no higher than asked for poor quality goods.



WEST HAVEN MFG. CO.
NEW HAVEN, CONN.



ATENTED

Ives Patent Window Stop Adjuster

PREVENTS DRAFTS, DUST AND WINDOW RATTLING

Made from one piece of metal with solid ribs and heavy bed that will not cup, turn or bend in t ghtening the scre w.
Send for free 50 page catalog of our WINDOW HARDWARE SPECIALTIES.

THE H. B. IVES CO.
New Haven, Conn.



The competent mechanic should have a

WILKINSON DRAW KNIFE

It folds into a compact space occupying but little room in the tool kit. Joints are closely fitted and do not loosen with use. Materials are A-1 in every respect.

THE HANDIEST AND MOST PRACTICAL TOOL MADE

All Hardware Dealers should carry the Wilkinson Draw Knife in stock.
Send for prices—THEY ARE RIGHT.

A. J. WILKINSON & CO.
180-88 Washington St., Boston, Mass.

STEVENS FIRE ARMS



Are Made Right—
Marketed Right
—Advertised Right

Ask Your Jobber
Send for New Catalog

J. STEVENS ARMS & TOOL CO.
255 Main St., Chicopee Falls, Mass.

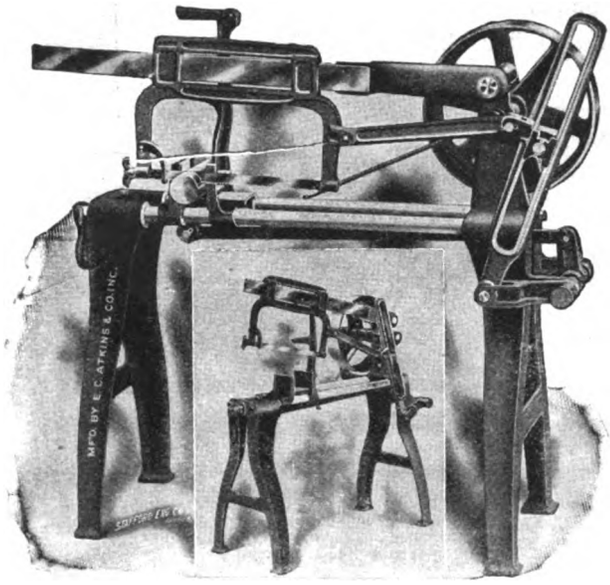
HARDWARE

NEW GOODS AND SPECIALTIES

A TIME-SAVING HACK-SAW MACHINE

E. C. Atkins & Co., Indianapolis, Ind., have just put on the market an unusual invention in the shape of a power hack-saw machine, which we reproduce herewith.

The machine is called the "Kwik-Kut" on account of its time-saving features. The principles are entirely new and are intended to revolutionize this, at best, slow operation. It is claimed the machine will do twenty-five per cent. more work than any other. This is accomplished first by the adjustment of the saw arm which uses the whole blade from end to end, thus employing the entire cutting surface. And, secondly, through the feature of a quick return after cutting. The old style arm moves equally fast forward and back, while the "Kwik-Kut" moves

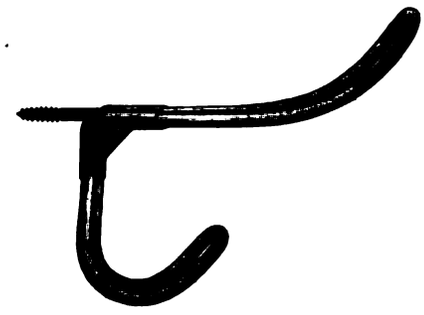


ATKINS HACK SAW MACHINE

forward at regular speed, but returns three times as fast, thus increasing its cutting capacity at least ten strokes per minute. It is constructed on strong mechanical lines, all wearing parts being large and durable. The machine automatically adjusts its stroke to all sizes of cuts. It is absolutely automatic, being equipped with an attachment which throws a clutch and stops machine as soon as cut is made. The saw frame is mounted in babbitted bearings which insures durability, a straight cut and prevents breaking of blade. The frame may be easily thrown back, leaving the vise absolutely clear. Hand power may be used if desired. A split finger holds the blade in perfect alignment. A friction clutch is used for applying power, a feature never before said to be used in hack-saw machines. The vise is equipped with right and left-handed screws and holds work firmly. The machine is rigid and makes a smooth, square cut, saving the necessity of filing, planing or smoothing. The construction is simple and adjustments are easily made. It is manufactured in three sizes and will accommodate cuts up to 8 by 8 inches. Prices same as old style machines. A special factory has been equipped for its manufacture, and the prospects are for general adoption on account of its simplicity, durability and rapid cutting features. The machine is in stock for immediate delivery.

BRADLEY "METAL CLASP" HALL HOOKS

Atlas Mfg. Co., 125 Water Street, New Haven, Conn., have recently placed upon the market the hall or bathroom hook illustrated herewith. The hook embodies the principal features of their regular coat and hat hook, viz., the use of the metal clasp in the corner of the hook, which adds great strength and results in a much more open and roomy hook. The device for keeping the hook from turning on the screw, viz., the swell at the back of the lower hook, still continues to be a feature. In fact the



BRADLEY HALL HOOK

only difference between this hall hook and the regular hook is in the fact that it is a larger hook to commence with, being four inches long and in the fact that the upper hook is lengthened and turned upwards so as to give a secure support for hats of all shapes and sizes. It is furnished japanned, coppered, tinned, brass and nickel-plated, and packed one-quarter gross in a paper box, six gross in a case.

"COLUMBIA" CAN OPENER

A. F. Meisselbach & Bro., 22-28 Prospect Street, Newark, N. J., are now putting up their "Columbia" can opener one-half dozen, on a neat display show card as shown in the accompanying cut. This can opener is claimed to have a knife of tempered



"COLUMBIA" CAN OPENER

steel, with a sharp cutting-edge, which makes it work easily and smoothly. The end of the handle is enlarged and rounded so as not to injure the hand when forcing the knife into the can. This can opener opens the can at the extreme edge, and performs this operation without slipping or tearing.



In time of Danger

The
O'Brien Electric Whistle



means safety to all on board because it is very clear and loud, responds instantly and is

ALWAYS READY

It requires no air pressure, and is operated by dry batteries and a push button. Simple, lasts forever, and can be attached in ten minutes.

Made of highly polished brass, height 10 ins., diameter 3½ ins. Agents and demonstrators wanted. Liberal commission. Retails for $9.75 with push button and wire ready to attach.

Let us send you full description and terms

O'BRIEN ELECTROPHONE CO. HALLOWELL MAINE

THERE'S A MESSAGE IN THE STAR

MOSSBERG'S "STERLING" WRENCH

Dealers Who Aim at This Star Will Score High.

The "Sterling" Wrench is the wrench of quality—beautiful too. Just the thing for all around trade.



FOR THE AUTO, MACHINE OR SHOP
Fourteen Sizes—Mottled or Nickel Finish
GET THE CATALOG
FRANK MOSSBERG CO.
ATTLEBORO, MASS.

ATLANTIC



Galvanized Striped Ware

Here's the issue with you, Mr. Dealer:

ATLANTIC WARE or the other kind?

IS IT SALES YOU WANT?

ATLANTIC WARE will outlast the other kind three to one. Place them side by side in your store and prove this.

IS IT PROFIT?

Then let us correspond. We will convince you that ATLANTIC WARE is a sure foundation for both sales and profits.

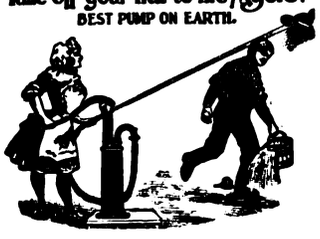
It is beautiful ware, made exceedingly strong and durable by its method of manufacture. It is different from all other Galvanized Ware.

We also make ATLANTIC TINWARE in great variety.
Send for our 94 page catalog, in colors.

ATLANTIC STAMPING CO.
185 Ames St. **Rochester, N. Y.**



"Take off your Hat to The Myers!"
BEST PUMP ON EARTH.



GLASS VALVE SEAT PUMPS
HAY UNLOADING TOOLS
and BARN DOOR HANGERS
HAY RACK CLAMPS

Myers Hay Unloader.



Steel Track. Aluminum Finish.



O. K. Stay-on Door Hanger.



Flexible.

Write for prices on the most satisfactory line of Hand and Windmill Force and Lift Well Pumps, Power Pumps, Tank Pumps, and Spray Pumps, Hay Carriers, Hay Forks, Hay Rack Clamps, Stay-on Door Hangers, etc., manufactured by the largest Pump and Hay Tool Works in the World.

F. E. MYERS AND BRO., ASHLAND, OHIO.

STUDY LAW AT HOME

Prepare for success at the bar, in business or public life, by mail, in the ORIGINAL SCHOOL. Founded in 1890. Successful graduates everywhere. Approved by bar and law colleges. Regular College Law Course and Business Law Course. Liberal Terms. Special Offer Now. Catalogue Free.

Sprague Correspondence School of Law,
728 Majestic Bldg., Detroit, Mich.

"The CLIFT FOLDING GARMENT HOOKS"

Particularly adapted for apartment houses and dwellings. A necessary article in halls, vestibules, closets, bath rooms, chambers, cloak rooms, restaurants, stores, auditoriums, schools and offices.
Send for pamphlet and price list.

THE CLIFT COMPANY
212 Cuyahoga Bldg., Cleveland, O.



MONTROSS METAL SHINGLES



As a selling proposition are absolutely unequalled. Last a lifetime without attention; lightning and storm-proof; handsome, inexpensive; why, they sell themselves. A money maker anywhere and all the time. Better get in a stock.

MONTROSS METAL SHINGLE CO. CAMDEN, NEW JERSEY.

VIENNOT, Phila.

CLIMAX CELLAR DRAINER

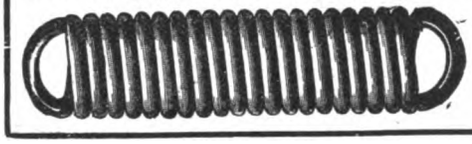


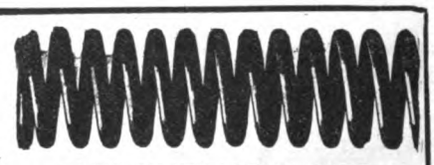
ENTIRELY AUTOMATIC

Drains cellars, cesspools, foundations, wheel pits, furnace pits, etc., using city water or steam supply having from 15 to 80 lbs. pressure per square inch.
Six sizes, from 50 to 1200 gallons per hour capacity.
CLIMAX Plumbing Supplies include many other valuable specialties. Catalog upon request.

C. M. KEMP MFG. CO.
405 East Oliver Street
BALTIMORE, MD., U. S. A.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.
These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.

2000 Gummed Stickers $1.00
Size 1¼ x 1½ - 4 Asst Colors
Dayton Label Co.
405 Arcade Building
Dayton, Ohio.

WESTON
Electrolytic Voltmeter



The accompanying cut illustrates a new model WESTON VOLTMETER expressly designed to meet the requirements of ELECTROPLATERS, ELECTROTYPERS and others engaged in the art of ELECTROMETALLURGY. It is accurate and thoroughly reliable. It is built in a thoroughly substantial manner; the workmanship is high grade. It is provided with a 15 point switch so that the difference of potential can be determined at any one of 15 tanks or all of them successively. It is *low priced* and *good*.
Special Bulletin describing the instrument and giving prices can be obtained upon application.

Weston Electrical Instrument Co.,
Waverly Park, NEWARK, N. J., U. S. A.

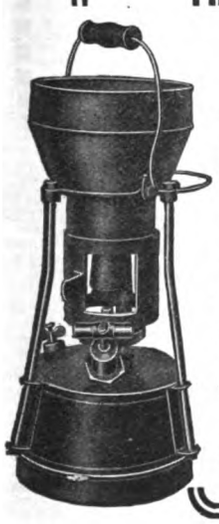
HOT and COLD ROLLED STRIP STEEL

Unequalled for Uniform Ductility, Accuracy in Gauge and Width and Fine Finish.

WEST LEECHBURG STEEL CO., Pittsburg, Pa.

BUFFALO WIRE WORKS CO.
WIRE CLOTH
Artistic METAL WORK
WIRE GOODS
BUFFALO, N.Y.

THE BARTHEL KEROSENE FURNACE



Is simple in construction, reliable and durable under all conditions of work.

Smokeless—smell-less—coilless.

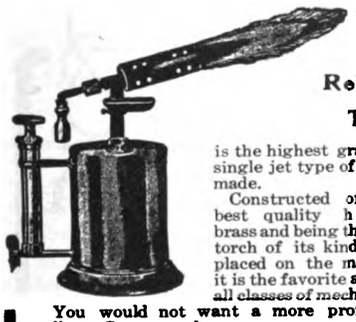
Absolutely safe; approved by underwriters.

Cheaper to operate and gives greater heat than any other furnace.

Send for booklet and prices.

Barthel Blow Lamp Co.
294 Washington St.
Boston, Mass.

TURNER TORCHES



No. 12 Old Reliable Torch

is the highest grade of single jet type of torch made.

Constructed of the best quality heavy brass and being the first torch of its kind ever placed on the market, it is the favorite among all classes of mechanics.

You would not want a more profitable seller. Guaranteed.
Write your Jobber or us.
Price of No. 12 $3.25. Get our Catalog.
TURNER BRASS WORKS,
70 Park Ave., Sycamore, Ill.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

MALE HELP WANTED

MEN with machinery experience, Accountants, Stenographers, Clerks, Salesmen, Managers, Officials, etc., are in demand among firms we serve. Salaries, $1000-$5000. Write us to-day. Hapgoods, 305 Broadway, N. Y.

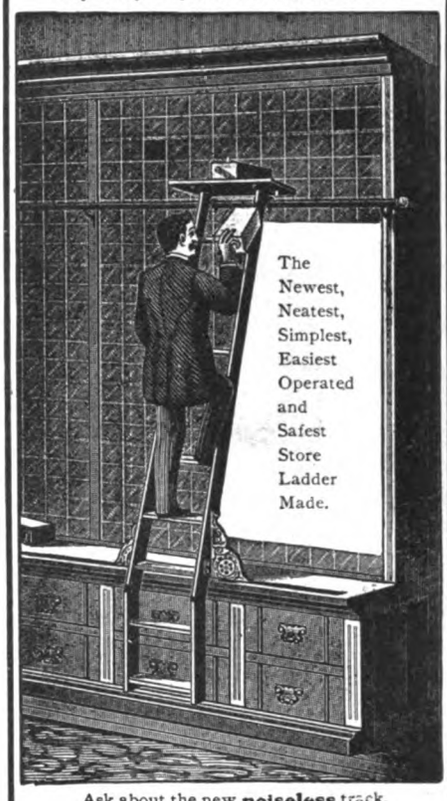
WANTED—Men for office and warehouse work. Young men with high school education and two years' or more experience in retail hardware. Address, Wholesale, Lock Drawer 773, Duluth, Minn.

SALESMEN write the Dayton Label Co., Dayton, Ohio, for sample outfit and sell 2,000 Advertising Gummed Stickers for $1.00 to merchants "on the side;" 40 per cent. commission, and a square deal. State regular line.

SALESMAN—To handle as side line, in every territory, a rapid selling machine tool. Big profits. Address A. Z., care of HARDWARE.

MEHERJIBHAI M. Ratoora, Ahmedabab, (city,) India, already agent to English and American firms, solicits trade correspondence from respectable American manufacturers in various trade lines.

The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO ILL.

Marlin Repeating Shot Guns
Winners of the Maine State Shoot



AT
Auburn, Maine
Sept. 2, 1907

George H. Darton won the STATE CHAMPIONSHIP and HIGH AVERAGE with a Marlin Shotgun.

Willard B. Darton was second in the STATE CHAMPIONSHIP race and won THIRD AVERAGE with a Marlin Shotgun.

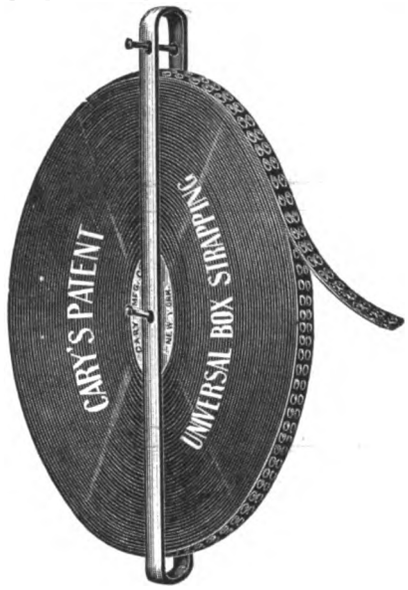
Why do shooters of double guns invariably better their scores with a Marlin ?
Because it combines the balance and easy operation of the best of double guns with the superior sighting and shooting of the single barrel, throwing a hard-hitting, evenly-distributed, GUARANTEED pattern of more that 325 pellets of No. 8 chilled shot in a 30-inch circle at 40 yards.

Our 136-Page Catalogue Tells All About It—Free for Three Stamps Postage

The Marlin Firearms Co.
89 Willow Street, New Haven, Conn.

GARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each. **Patent Metal Reel Frame** with each coil. Straps made in four widths: ½, ⅝, ¾ and 1 inch. Patented in all countries.

CARY MFG. CO.

19 and 21 Roosevelt Street New York

Cable Address: CARLEIO



Hand-power Elevators in stock in Chicago

(Both Corner-lift and Center-lift)

Such a stock insures *immediate delivery.*

Manufacturing in quantities means *satisfactory prices.*

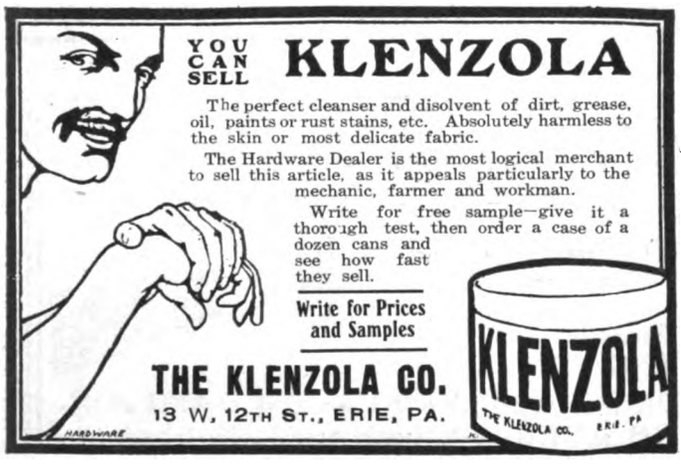
Volume of business warrants *a large range in sizes.*

The Eaton & Prince Company's "35 years in service" assure *approved patterns* and *perfect construction.*

Illustrated plans, details, sizes and prices in Folder No. 56 will permit you to *intelligently* order on the spot—send for it to

EATON & PRINCE COMPANY

CHICAGO





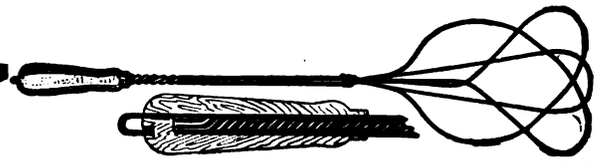
No Better Time
No Better Place Even
TO BUY

FISHING TACKLE

Send for Free Catalogue

CLARK-HORROCKS CO.,

Utica, N. Y.



A CARPET BEATER THAT SELLS

and that can be recommended without reserve

Holt's "Cleaner" Rug and Carpet Beater

Made from Furniture Spring Steel and permanently fastened in a strong handle. (See illustration).

Strong enough for the heaviest carpets, yet flexible enough for lighter articles, such as clothing, furniture, robes, mats etc.

Send for our Catalog, describing our Dover Egg Beater, which beats eggs perfectly in twenty seconds.

HOLT-LYON CO., Tarrytown-on-Hudson, N. Y.

PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS, PERCUSSION—

Ely's E. B.....52@55c
G. D.....per M 34@35c
F. L.....per M 40@42c
G. E.....per M 48@50c
Musket.....per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M.....20 & 5%
Primer Shells and Bullets.....15&10%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50.....10&5%
32 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....35%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
Climax, 10 and 12 gauge.....65&10%
Club, Rival, 65&5%; First quality.....60&5%
Paper Shells, Empty:
New Rapid, 10, 12, 16 and 20 gauge 95&10%
Climax, 10 and 12 gauge; Acme, 10, 12, 16 and 20 gauge; Ideal, 10, 12, 16 and 20 gauge; Leader grade.....25&5%
Union, League, 12 and 16 gauge; Rival Grade.....25%
New Climax, Defiance, 10, 12, 14, 16 and 20 gauge; Climax, 14, 16 and 20 gauge 2%&5%
Challenge Monarch, 10, 12, 16 and 20 gauge; League, Union, 14, 16, and 20 Repeater Grade.....20%
Expert, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade.....40&5%
Smokeless Powder, high grade.....40&10&10

SHOT—

	25 lb bag
Drop, ip to B	$1.90
Drop, B and larger	2.15
Buck	2.15
Chilled	2.15
Dust Shot	2.40

GUN WADS—℔ 1000—

B E., 11 up	$ 60
B. E., 9 and 10	70
B. E., 8	80
B. E., 7	80
P. E., 11 up	1.00
P. E., 9 and 10	1.25
P. E., 8	1.50
P. E., 7	1.50

15%

Ely's B. E., 11 and larger.....$1.70@$175
Ely's P. E., 12 to 20.....$2.00@$2.25

Anti-Rattlers

Fernald, Quick Shift, ℔ doz. pair, net..$2.00
Burton's, ℔ doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: ℔ Gro.
Daisy, No. 4.....Net. $4.80
Perfect, No. 2.....Net. 6.00
Bolt Holder, No. 1.....Net. 8.40

Anvils

Eagle Anvils, ℔ lb, net.....8¼c
Hay-Budden, Wrought.....9¼@9¾c
Peter Wright's.....11@11½c
Trenton.....9 1-2@9¾c
Columbian, all steel, ℔ lb, net.....9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Augers.....70%
Com. Auger Bits.....70&5&70&10%
Forstner Pat. Bits.....25%
Ford Auger Bit Co:
Auger Bits, Car Bits, Machine Bits.....40@40&5%
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 20.....40&7½%
Nobles Double Spur, No. 82.....25%
No. 10, Extension Lip.....25%
Car Bits, No. 10.....25%
Car Bits, No. 30.....40&7½%
Ring Augers.....60%
Jennings' Pattern.....60&5&60&10%
Snell's Auger and Car Bits:
Extra.....60&10%
No. 1.....60&10&10%
Russell Jennings' Augers and Bits.....25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Rooney's Adjustable.....$6.50@7.00
Hibbard's Adjustable.....Net prices
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat.....25%
Clark's small, $18.....60&10%
Clark's large, $26.....60&10%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$3.25
German Pattern, net.....$4.75@5.75
Mayhew's Diamond ℔ doz. $1.25.....40%
Snell's Bell Hangers.....60%

TWIST DRILLS—

Bit Stock.....60&10&10@70%
Taper and Straight Shank..60&10@60, 10&5%

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....33⅓&5%
L'Hommedieu's.....6%
Snell's.....40%
Watrous'.....33⅓&7½%

Awl and Auger Handles

See Handles

Awls

BRAD AWLS— Per Gro.

Handled.....$2.75@3.00
Unhdled, Shldered.....62@65c
Unhandled, Patent.....60@70c

PEG AWLS—

Unhandled, Patent.....31@34c
Unhandled, Shldered.....65@70c

SCRATCH AWLS—

Handled, Com.....3.50@4.00
Handled, Sooket.....11.50@12.00

Awl and Tool Sets

Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Miller's Falls Adj. Tool Handles:
Nos. 1, $12; 4, $12; 5, $18.....20&10%

Axes

Single Bit, base weights:
First Quality.....$5.00
Second Quality.....$4.50
Double Bit, base weights:
First Quality.....$7.50
Second Quality.....6.75

HATCHETS—

Regular list, first quality.....40&7½&—
Second quality.....50&10&—
Peck Edge Tool Co.:
Hatchets, shingling, etc.....50%
Broad and Bb'l.....40&10%
Boy's Axes and Hatchets.....50%

Axle Grease

Dixon's "Everlasting" Graphite:

1 lb cans (36 in case)	15 cs.
2 " " "	25 "
10 " firkins (6 in case)	$1.20 "
25 " "	2.75 "
50 " kegs	5.00 "
100 " "	9.00 "
200 " half bbls	8½/lb
375-400 lb "	

Snow Flake: Net
One-quart cans, ℔ doz.....$ 2.00
Two-quart cans, ℔ doz.....3.50
One-gallon cans, ℔ doz.....6.00
Five-gallon cans, ℔ doz.....24.00
Quarter bbls. (15 gals.), ℔ gal.....45
One-half bbls. ℔ gal.....40
Bbls., ℔ gal.....35

Balances, Spring

Chatillon's:
Light, class A.....50@10&10%
Circular Balances, class C.....50@50&10%
Ice Balances, class B.....50@10&10%
Straight Balances, Class A1...40@40&10%
Class A2.....40@40&10%
Class D. E. F.....30%
Class G.....20%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10@40%

Beef Shavers

Enterprise:
Japanned, each, $3.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells

HAND—

Hand Bells, polished brass.....50&50&10%
Nickel Plated.....40&10@50%
Pure bell metal.....50&10%
Silver chime.....25@30%
Swiss.....50&10@40&10&5%
White metal.....50@50&5%

DOOR—

Trip, Gem.....30&10%
Gong, Abbe's.....60@40&10%
Gong, Yankee.....40&10@40%
New Departure:
Rotary.....30@10%
Push.....30%

COW—

Common wrought.....75&5&75&10&5%
Kentucky.....70@70&10%
Texas Star.....50%
Western, Sargent's list.....70@70&10%

Bellows

Blacksmiths'.....60&10@65%
Hand.....net prices
Moulders'....." "

Belting Rubber

Boston Belting Co:
"Boston".....50%
"Imperial," seamless stitched.....45%
Niagara.....60%
New Jersey Car Spring & Rubber Co:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Miller's Falls.....15&10%

Binder Twine

	Per Pound
Sisal	9@9½c
Standard	9@9½c
Standard Manila	10¾@11c
Manila	12c@12½c
Pure Manila	13½@14c

Bit Holders.

Angular ℔ dozen $24.00.....45&10%
Extension:
Barber's, ℔ doz. $15.00.....45@50%
Ives' ℔ doz. $30.00.....60&10%

Blind Adjusters

Columbian.....33⅓%
Domestic, ℔ doz. $3.00.....33⅓%
Excelsior, ℔ doz. $10.00.....50&10&5%
North's.....10%
Upson's Patent.....40%
Zimmerman's.....50&10%

Blind Fastenings and Tenons

Security Gravity, ℔ gr.....$2.00
Zimmerman's.....50&10%

Blocks, Tackle

Common Wooden.....75%
B. & L. B. Co:
Boston Wood Snatch, 50%; Eclipse Steel, 75%; Hollow Steel, 50&10%; Star Wire Rope, 50%; Tarbox Metal Snatch, 50%; Tarbox New Style Steel, 50&10%; Wire Rope Snatch, 50%
Lane's Patent Automatic Lock and Junior.....30%
See also Machines, Hoisting.

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel Japanned, Round Brass Knob:

Inch	3	4	5	6	8
Per doz	.20	.25	.45	.60	.80

Cast Iron Spring Foot, Japanned:

Inch	6	8	10
Per doz	$1.20	1.50	2.25

Cast Iron Chain, Flat, Japanned:

Inch	6	8	10
Per doz	$1.00	1.40	1.65

Cast Iron Flat Shutter, Japanned, Brass Knobs:

Inch	6	8	10
Per doz	.75	.95	$1.25

Wrought Barrel, Japanned.....60@60&10%
Barrel Bronzed.....60&10%
Spring.....70&10&70&10&10
Shutter.....50&5@50&10&5%
Square Neck.....75@75&10%
Square.....70&10&10%
Ives' Patent Door.....35%
ves' Wrought Metal.....45%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ¾x8 and smaller.....70&5%
Larger and longer.....60&2 1-2%
Phila. Eagle, $3.00 list May 24, '99.....30%

Bolt ends, list Feb. 14, '95.....65@65&5%
Bolt ends, with C and T nuts.....60%
Machine, ¾x4 and smaller.....70&7 1-2%
Machine, larger and longer.....60&7 1-2%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99.....80%
Bay State, fluted.....75%
Eagle Phila.....33⅓%
Norway, Phila.....30%
Common.....30%
Norway, Phila.....30%
Portchester, Norway.....30%
Phila.....33⅓%

STOVE AND PLOW—

Plow.....65&5%
Stove.....35& 35&5%

MISCELLANEOUS—

Sink.....33 1-3%

Bone Mills

Enterprise.....25@30%
Stearns.....40%

Borers

Enterprise.....25%

Each	$1.25,	$1.75,	$2.50
Nos.	1	2	3

C. E. Jennings & Co.:
No. 6.....30&10%
No. 10.....25&10%
Common ring.....30&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat	$3.50,	$3.75
Ajax		$4.00 net
Phillips		$4.00 net

Box Scrapers

Bradley's.....20%
Stanley's Adjustable.....45%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal".....70 &10&10%
Standard Metal Strap Co's.:
Eclipse.....30&10%

Braces

Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....$1 50
C. E. Jennings & Co.:
No. 108@114½.....50&5&10%
No. 208½@214½.....50&5&10%
Lancaster Mach. & Knife Works.....50%
Fray's Gen. Spofford's.....40%

Brackets

Griffin's Folding.....70&10%
Griffin's Pressed Steel.....75&75&10%
Bradley's Pat., full cases.....30@30&10%
Bradley's, in broken cases.....75&10@30%
Baine's Adjustable.....25%

Bright Wire Goods

Steel Wire Goods.....30&15%
Brass Wire Goods.....30%
Brass Cup and Shoulder Hooks.....30&15%

Bull Rings

	2	2½	3 inch
Steel	$0.70	0.75	0.80 doz
Copper	1.30	1.50	1.90 doz

Butchers' Cleavers

New List, Feb. 1, 1906:
Foster Bros., flat heads.....30%
Foster Bros., round heads.....30%
Lancaster Mach. & Knife Works....33⅓40%
L. & I. J. White.....30%
Plumb's.....30%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star.....15&10%
C. E. Jennings & Co.....25&7½%

Butter and Cheese Triers

Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges

Stanley's.....25&10%

Butts

BRASS—

Wrought Brass, New list.....45@45&10%

CAST IRON—

Fast Joint, broad.....40&10@50%
Fast Joint, narrow.....40&10@50%
Loose Joint.....70&10@75%
Loose Joint, Japanned.....70&10@75%
Loose Joint, Jap. with Acorns ..70&10@75%
Loose Pin.....70&10@75%
Mayer's Hinges.....70@70&5%
Parliament Butts.....70@70&5%

WROUGHT STEEL—

	Discount.
Reversible and Broad	70&5%
Light reversible, Light Narrow	70&5%
Loose Joint, Narrow L'ht, Inside Blind, etc	70%
Back Flaps, Table Chest	65%

Can Openers

	₱ doz
Sprague, Iron Handle	30@35c
Sprague Wood Handle	35@40c
Sardine Scissors	$1.75@3.00

Cartridges

See Ammunition.

Casters

Bed	65&10%
French or Philadelphia Iron wheel	70&10%
Plate	60&5%
Payson's Furniture	70&10&10%
Payson's Truck	70&10%
Standard, Ball Bearing	45%

Cattle Leaders

Small, doz. 50c; large, 60c
Covert Mfg. Co.:
Cotton, 45%; Hemp, 45%; Jute, 35%; Sisal, 20%

Chain

American Coil, Straight Link:

Inch	₱ 100 Lbs.
3-16	$4.77
¼	5.17
5-16	5.02
⅜	4.57
7-16	4.37
½	4.27
9-16	4.22
⅝	4.17
¾	4.07
⅞	4.02
⅞ to 1	4 12
1¼ to 1½	

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain 40%

Chains

Galvanized Pump chain, ₱ lb	4½@4½c
Ger. coil, list July 24, '97	60&10&10@70%
Ger. Halter chain, list July 24, '97	60&10&5%
Jack chain, Iron	60&10%
Jack chain, Brass	50&10%
Oneida Wire Dog chains	45@50&5%
Trace, Wagon and Fancy Chains:	
New list	60%
Bridgeport Trace chains	65%
Stake chains	65%
Heel chains	30%

COW TIES—

American	45@50%
Niagara	45&5@50&10&5%
Covert Mfg. Co.:	
Cotton	45%
Hemp	45%
Jute	35%
Sisal	20%

Chain Guards

Aluminum S. & N. Co 50%

Carpet Stretchers

Bullard ₱ doz	$4.00
Montross' "Excelsior" and Tack Hammer Combined, ₱ doz., $6.00	20%
Cast iron, Steel points, ₱ doz.	60@60&10%
Sockets, ₱ doz	$1.60

Carpet Sweepers

Sterling Carpet Sweepers:	
Model A, Nickel trimmings	25.00
" B, Japd. "	21.00
" " Nickel "	23.00
" C, " "	21.50
" D, Japd. "	19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise	25%@30%
Goodell's Family, net ₱ doz	$5.00
Rollman's, net., ₱ doz	6.00

Chisels

SOCKET FRAMING & FIRMER—

Standard Lists	70&10@75%
L. & I. J. White	80@30&5%
C. E. Jennings & Co., No. 70	25&10%
Jennings & Griffin Mfg. Co	60%

TANGED & MISCELLANEOUS—

W. & S. Butchers'	$4.75@$5.00 to £
C. E. Jennings & Co	25&10%
Jennings & Griffin Mfg. Co.:	
Tanged Chisels	25%
Tanged Gouges	25%
Tanged Firmers	30&5@35%
Tanged Gouges	33⅓%
L. & I. J. White	25&5%

COLD CHISELS—

Good quality, ₱ lb	13&15c
Snell's best C. S	40&5%
Cronk's	50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.34
Star Socket	4.05

Clippers

HORSE—

Chicago Flexible Shaft Co's.:	Each.	
Lightning Belt Clipping Mach.	$15.00	30%
New '98, Chicago	8.75	
1902 Chicago	10.75	
Twentieth Century	5.00	

Coach Oil

Snow Flake.	
One-pint cans, ₱ doz.	$ 3.00
One-quart cans, ₱ doz.	4.80
One-gallon cans, ₱ doz.	15.00
Five-gallon cans, ₱ doz.	66.00

30&10%

Cocks, Brass

Hardware List:	
Plain Bibbs, Globe, Kerosene Racking, Liquor, Bottling, &c	60&10@65%
Compression Bibbs	55&10@60%

Coffee Mills

Box and Side	50&10%
Enterprise Mfg. Co	20@25%
Lane Bros. Co	30%

Compasses, Dividers, &c

Athol Calipers and Dividers	40%
Compasses, Calipers, Dividers	70@70@75%

Coopers' Tools

L. & I. J. White	20@20&5
Sandusky Tool Co	20@20&10%

Corkscrews

Detroit Cork Screw Co	33⅓%
Humason & Beckley Mfg. Co	50&10%
Samson, ₱ doz	$10.00

Corn Knives and Cutters

Bradley's	net
Wadsworth's	60%

Countersinks

Mayhew's Diamond	40@45%
Smith's	25%
Snell's	40%
Wheeler's Patent	50%

Cow Ties

See Chains.

Crayons

Sargent's List	20%
Dixon's:	₱ Gro.
Eclipse 7 in., $3.75; 9 in., $4.38	
Emerald	5.00
Oriole	5.0
Rainbow	3.12
Solid	7.50
Tailor black, $5.62; ed and blue	9.00
Zelnicker's Lumber.	₱ gro.
White and Purple. Indelible	$7.50
Blue, Red. Green, Yellow and Terra Cotta, $5.50; Black	$4.00
Giant Lumber, 6¾ in. x 15-16 in. round, all colors, $16.25; Indelibles	$17.75
Genuine Soapstone. Metal Workers', 5 in. x ¼ in. Round, $3.50; 5 in. x ¼ in. Square, $1.75; 5 x ¼ x 3-16, $3.50; 5 x 1¼ x 3-16	$3.00

Curry Combs

Kohler's	40%
The Metal Stamping Co	40%
Southington Cutlery Co's	25&10%

Cutlery

Foster's Pocket	50%
Carriers' Pocket	60%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:	
Brass	40%
Embossed Gilt	30&10%
Leather	40%
Union Hd'wre Co., new list	50@50&10%

Door Checks

Bardsley's	45%
Columbia	50&10%
Eclipse	60&10%
Home	50&10%
Pullman Screen, ₱ gross net	$54.00

Door Holders

Empire	50%
Superior	33⅓%

Door Springs

Columbian Steel	20%
" Faultless	50%
Gem (Coil), list Oct. '95	20%
Pullman, Perfect	25%
Pullman Coil	35%
Star (Coil), list Oct. '95	20%
Torrey's Rod, 39 in., ₱ doz. net	$1.10
" " 48 in., " " "	3.50
Victor, Coil	50&10&10%
Chicago Coil Springs	40&10%
Reliance Coil Springs	40&10%

Drain Cleaners

Iwan's Adjustable	50%
Iwan's Stationary	40%

Drawing Knives

Standard List	75&5@75&10%
Adjustable Handle	25@25&10%
Jennings & Griffin	70&10%
Watrous	16⅔%
L. & I. J. White	20&5@25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's	50&10%@60&10%
Blacksmiths'	$1.50@$1.75
Breast, Miller's Falls, each $8.00	15&10%
Hand, Goodell's	50&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00	33⅓%

TWIST DRILLS—

See Augers and Bits.

Drive Punches

Bemis & Call's:	
Hand forged, round	50%
Hand forged, oval	50%

Egg Beaters

	₱ Doz.	₱ Gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz., $6.60	1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.20
No. 2, Tinned, hotel size	2.00	24.00

Emery Wheel Dressers.

Sterling	35%

Escutcheons

Wood	25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets

Petroleum	70&10@75%

SELF MEASURING—

Enterprise ₱ doz. $36.00	40&10%
Lane's	40&10%

Files

DOMESTIC—

New list, Nov. 1, 1899:	
American	75&10@75&10&10%
Arcade	75&10@75&10&10%
J. Barton Smith	75&10@75&10&10%
Delta	70%
Disston's	75%
Disston's Superfine	50%
Eagle	75&10@75&10&10%
Great Western	75&10@75&10&10%
Kearney & Foot	75&10@75&10&10%
McClellan	75&10@75&10&10%
Nicholson	70&10@75&5%
Nicholson's X. F. Files	40@40&10%
Royal	30@30&10%

IMPORTED—

Stub's	Stub's list, 33⅓@40%

Filters

Acorn	50%
Fulper's Natural Stone	$3.50@$15.50

Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list	60@60&10%
Kirby & Limerick, low list (60c. base)	10%

Fishing Tackle

Bishop's:	₱ Doz
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:	
Great American	60&20%

Freezers, Ice Cream

Qts.	1	2	3	4	6
Each	$1.25	$1.60	$1.90	$2.20	$2.80

Fruit, Wine & Jelly Presses

Enterprise	20@25%

Fry Pans

Common Lipped:					
Nos.	1	2	3	4	5
₱ doz.	.75	.80	.90	1.10	1.30
Kitchen Specialty Co.:				Net ₱ Gro.	
Size AA				$5.50	
" A				7.80	
" B				8.40	
" C				9.00	

Gauges

Disston's Mortise	67½%
Marking Mortise, etc	50&50&10%
Stanley's	35%
Wire, Morses	35%
Wire, P. S. & W.	33⅓%

Gimlets

SINGLE CUT—

Numbered Assortments, ₱ Gro.	
Nail, Metal	No. 1, $2.00; 2, $2.20
Spike Metal	No. 1, $4.00; 2, $4.20
Nail, Wood Handled	No. 1, $2.30; 2, $2.60
Spike, Wood Handled	No. 1, $4.30; 2, $4.60

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid	35&25&10%
Mystic	40%
Martins	40

Glue Pots

See Hollow Ware.

Graphite, Lubricating

Dixon's Pure Flake:	
632— 1 lb. cans	20c. ea
633— 5 lb. screw top tin cans	85c. ea
634— 10 lb. screw top tin cans	$1.60 ea
644— 25 lb. boxes	15c. lb
645— 50 lb. boxes	14½c. lb
646—100 lb. kegs	13c. lb
647—250 lb. barrels	12c. lb

Grass Shears

	Net ₱ doz
Cronk's:	
Long Handle, with roller	$8.00

Grindstone Fixtures

Cronk's	50%
P. S. & W.	35%
Stowells Extra Heavy	40&10%
Stowells Light	50%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz	$4.50

Halters

Covert Mfg. Co.:	
Jute Rope Halters	35%
Sisal Rope	20%
Web Halters	30&2%

Hammers

HANDLED HAMMERS—

Henry Cheney Hammer Co.:	
Adze Eye	40&10&10%
Blacksmiths' Hand	50&10%
Machinists'	60&10%
Tinners' Hand	50&10%
Magnetic tack, Nos. 1, 2, 3, $1.25	$1.50
$1.75	50%
Maydole's	33⅓&5@40&10%
Sargent's new list	40%
Fayette R. Plumb:	
Plumb, A. E. Nail	40&2½%
Engineers and B. S. Hand	50&10&5%
Quaker City Hammers	40&10%
Riveting and Tinners'	40&7½%

HEAVY HAMMERS & SLEDGES—

Under 3 lb 50c lb	30&5%
3 to 5 lb 40c lb	30&5%
Over 5 lb 30c lb	30&10&5%
Wilkinson's Smiths	9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:	
Jute	35%
Sisal	20%

Handles

WOOD—

Auger, assorted, ₱ gro	$2.75
Auger, large, ₱ gro	4.25
Auger, Ives' Pat., No. 1	60&10%
No. 2 to 32	40%
Axe, Pick, etc	60&10%@60&10&5%
Bliss Mfg. Co.:	
Chisel, Brad Awl, File, Auger, Soldering Iron	25@33⅓
Brad Awl, ₱ gro	$1.65@$1.7
Chisel, Worcester, leather capped, ₱ doz. net	$1.50
File, assorted, ₱ gro	$1.80@$2.40
Firmer, Chisel, Apple, assorted, ₱ gro.	$2.40@$2.85
Hammer, Hatchet	60&10%
Hoe, Rake and Fork	60@65&5%
Rollis Hdw. Co. Hafts, $9.00	40&10
"Simplicity" File Hdls, ₱ gro	$ .85&1.50
Saw and Plane	40&10@45%
Shovel and Spade, Wood D Handle	40%
Shovel & Spade, Long H'ndles	40@45&5%

CROSS-CUT SAW HANDLES—

Atkins	40%
Champion	50%
Disston's	60%

Hangers, Barn Door

Old Pattern....60&10%
New England....66⅔@67½
Chicago Spring Butt Co.:
Friction....25%
Oscillating....25%
Big Twin....25%
Lane's:
Covered....60&5%
Standard....60&10%
Special, No. 25....$3.50
" " 30....4.35
" " 40....5.00
" " 50....6.25
Hinge Hangers....6.00
Track for Hinge Hangers, 1 in....3.10
" " " 1¼ in....4.25
O. N. T. Tr., 1 in....3.12½
Cronk's:
Loose Axle, Steel Cord....60%
Roller Bearing....70%
Hinge, ₱ doz. net....$6.00
No. 50 Light Door Hanger....$3.50
No. 60 Can't Jump " $4.00
Rail for Hinge Hangers....4c
" Common or O. N. T....3c
" Cronk Dbl. Brand....3½c
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr...60&10%
Myers' Stay-on....60%
Wilcox's New Century....50&10&10%

Hangers, Garment

Pullman's....₱ gro. net $3.00

Hangers, Parlor Door, Etc

Lane's:
Standard....net $6.15
Ball Bearing...." 4.10
No. 105...." 2.85
New Model...." 2.80
New Champion...." 2.25
Patent Automatic Junior....80%

Hangers, Timber and Joist

Lane Bros. Co....33⅓&5%

Hardware Shelving

OAK CABINETS—

J. D. Warren Mfg. Co.:
No. B 435, 40 drawers, no partitions, run. ft., $3.60; net each....$30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.56; net each....36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each....54.28
OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each....15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each....18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each....22.92
NAIL BIN BASES—
No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each....22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each....25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $6.88; net each....30.68

Hasps and Staples

Cronk's....50%
McKinney's "Perfect"....60%
Wrought....87 1-2@87 1-2&10%
Wrought, Stanley....80%
Wrought, Griffin....80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track....$7.00
Myers Unloader, wood track....7.00
Comb. Car, Double steel T....7.00
Comb. Car, wood track....7.00
Rev. Car, Double steel track....7.00
Rev. Car, wood track....7.00
Myers Unloader, cable....7.00
Myers Unloader, single rail....7.00
Sure Grip Sling Car, steel or wood track....12.02
Dbl. Rail steel track, complete, ₱ ft....—
Single Rail steel track, complete, ₱ ft....20
D. H. Fork steel, regular, each....1.60
Nellis Fork, each....3.00
Double Grapple Fork, each....7.00
Sprouts, Shear Fork, each....1.50
Walker Fork, each....2.50
Common 6 in. wood sheave pulley, Fig. 426, ₱ doz....3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz....4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 435, ₱ doz....3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz....4.80
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz....4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz....3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz....4.50
Hanging Hooks for double steel track, ₱ doz....1.40
Hanging Hooks for single steel track, ₱ doz....1.40
Hanging Hooks for wood track, 10 in., ₱ doz....1.00
16 in., ₱ doz....1.20
Floor Hooks, ⅝ in., ₱ doz....1.40
Malleable Rafter brackets, ₱ doz....70
Wrought Rafter brackets, ₱ doz....70
Rope Hitch, ₱ doz....3.20

Discount on above 45%

Hay and Straw Knives

Auburn Hay, com. and spear point...40&10%
Iwan's Hay, sickle edge, ₱ doz., net...$9.50
Iwan's Hay, imp. serrated, ₱ doz., net..10.00
Kohler's Hay, sickle edge, ₱ doz., net. 9.50
Auburn Straw....40&10%
Weymouth, pat., ₱ doz., net....$6.00
Wadsworth's....40&10%

Hedge Trimmers

Wadsworth's:
No. 1....10%
No. 2....10%

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap { 6 to 12 in., ₱ lb....3½c; 14 to 20 in., ₱ lb....3¼c; 22 to 36 in., ₱ lb....3¼c }

STRAP AND T HINGES &c.

(New Prices.)

List December 20, 1904:
Light Strap Hinges....50&10%
Heavy Strap Hinges....60&5%
Light T Hinges....50%
Heavy T Hinges....40%
Extra Heavy T Hinges....50&10%
Hinge Hasps....33⅓&%
Corrugated Heavy Strap....60&5%
Corrugated Ex. Heavy T....50&10%
Extra 10 & 7½

SPRING HINGES—

Bommer Brothers:
Bommer Spring Hinges....40%
Bommer B. B. Floor Hinges....40%
Bardsley's Patent Checking....33⅓%
Chicago Spring Butt Co.:
Chicago Spring Hinges....25%
Triple End Spring Hinges....50%
Chicago Ball Bearing Floor Hinge....50%
Garden City Fire Engine House Hinge..25%
Keene's Saloon Door Hinge....25%
Columbian:
Steel Hinges....60&10%
Floor Hinges....65&10%
American....30%
Gem....30%
Oxford....30%
Acme, Steel....30%
" Brass....25%
Niles Mfg. Co....30&5%
Superior:
Floor Hinges....33⅓%

GATE HINGES—

Clark's, Nos. 1, 2, 3....$2.00@$5.00
N. E., ₱ doz., $7.80....60%
N. E., Reversible, ₱ doz., $5.60....60%
N. Y. State, ₱ doz., $4.80....60%
Western, ₱ doz., $4.20....60%

BLIND HINGES—

Parker....70@75%
Sargent's, Nos. 1, 2, 3, 11, 12....75%
W. H. Co's., No. 2 Mortise Gravity..60&10%
Stanley's Steel Gravity Blind Hinges with Screws, ₱ doz....$1.25

Hitching Cords

Covert Mfg. Co....45%
Hitchers Stall....30&20%

Hoes

Cronk's
Socket, Beveled....$2.00
S. S. " 1.75
Weeder, No. 1....2.40
" No. 2....2.75
Onion, No. 0....2.50

Hollow Ware

ENAMELED—

Agate Nickel Steel Ware....33⅓

STEEL HOLLOW WARE—

"Never Break" Steel:
Spiders, Griddles, &c....65&5%
Maalin Kettles, &c....60%
" " Porcelained..50&5&50&10%

STOVE HOLLOW WARE—

Blacklock:
Ground....50&5%
Plain or Unground....50%
Country Ware ₱ 100 lbs. net....$3.00
Enameled Ware....65&10%

WHITE ENAMELED WARE—

Maalin Kettles....65&10%
Tinned Boilers and Saucepans....35&10%
Enameled....45&10%

GLUE POTS—

Tinned....30&10%
Enameled....35&10%

Hooks

BUSH—

Jennings & Griffin's....33⅓&5%
Wadsworths....55&10%

CAST IRON—

Ceiling, Sargent's list....50&10@60%
Chandelier....60@60&10%
Clothes Line, Sargent's list....50&10&10%
Coat and Hat, Sargent's list....50&10@60%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....60@60&10%
Picture....50&10%
Screw Hat....60&10@70%
Wardrobe....69&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz....$1.05@$1.35

MEAT—

Enterprise....40%

WIRE—

Atlas Mfg. Co:
Japanned....$ 2.35
Coppered....2.20
Rerlin or Chestnut Bronze....2.85
Tinned....3.10
Brass Plated....3.35
Nickel " 4.40
Brass Wire....13.50
Parker Wire Goods Co., King....70&10%
Wire Ceiling, Gem....70&5%

MISCELLANEOUS—

Belt....80%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....40%
Grass, Wadsworth's....60%
Cronk's, Grass, ₱ doz....$3.00
Hooks and Eyes, Brass....60@60&10%
Hooks and Eyes, Mal. Iron....70@70&10%
Cotton, box and hay....60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C.	25c	23c	22c	21c	21c	40&5%
American, all sizes, net						9½c
Nos.	6	7	8	9	10	
Anchor and New Haven	13c. net for all sizes 5 to 10.					
Nos.	6	7	8	9	10	
Ausable	26c	25c	25c	24c	23c	50&10%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	50%
Livingston	19c	18c	17c	16c	16c	10%
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%

Horse, Mule, &c., Shoes

F. O. B. Pittsburgh:
Iron, per keg....$4.10
Steel, " 3.85
Burden's all sizes....3.90

Horse Ties

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Sisal....30%
Jute....45%

Hose, Rubber

Boston Belting Co.:
"Boston"....50%
Niagara....60%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross....$3.00 net
Crown....net
Gem Ice Shave....net
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise,.....No. 33, ₱ doz. $6.00 25@30%
No. 84, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain....20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50....20%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping, net ₱ doz....$1.50
Foster Bros., butcher, &c....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net

Knives, Hay and Straw

Wadsworth....40&10%

Knife Sharpeners

Pike's:
Nat. Grit Carving Knife Hones ₱ doz....$3.00
Solid Stone Carving Knife Hones ₱ doz....$2.25
Quick Edge Pocket Knife Hones ₱ doz....$2.50
Mounted Kitchen Sandstone ₱ doz....$1.50
} 50%

Knobs

Bardsley's wood, door, shutter and base....15%
Base, rubber tip, 2½ in bead, ₱ gro....$1.35@$1.50

Door Mineral....65@70c
Door Por. Jap'd....70@75
Door Por. Nickel....$2.05@$3.15

Lanterns

C. T. Ham, Class A, B, C and D....40&10%

Latches

	₱ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Genuine Philadelphia Hand Mowers:
Style A (all steel) 10 in. wheel...60&10&5%
Style E, Rear cut, 10 in. wheel...70&10&5%
Styles K, C, M, S, T....70&10&5%
Drexels and Gold Coins....40%
Deweys....30%
"All Day" and "New" Mowers, net prices
Genuine Philadelphia Horse and Pony Mowers:
66 in. Wrought frame Philadelphia....30%
30 and 35 in. Phila. D. P. & S. & S....40%
Eagle 30, 35 & 40 in. S. & S....30%
IXL 30, 35 & 40 in. S. & S....50%
25 & 30 in. 2 man or pony....50%

Lawn Sprinklers

Enterprise....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$20.00	30%

Kohler's:
Daisy, net, ₱ doz....$7.50
Mystic....6.00
Rainmaker....4.80
Dew Drop....1.20

Leads

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....35%
Sisal....20%

Lemon Squeezers

Berger Bros., ₱ doz...8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz....$9.60
Little Giant....50@50&5%
Porc. lined, Iron, ₱ doz....$1.75
Porc. lined, Wood, ₱ doz....$1.35
Wood, common, ₱ gro....No. 0, $5.25 @$5.50; No. 1, $6.25@$6.50

Levels

C. E. Jennings & Co's.:
Hexagon....25&10%
Iron Bench, new design....25&10%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish....40%
Cotton Chalk, 20 feet....40&10%
Cotton Trot....20%
Samson Cot., Nos. 4, $2.90; 4½, $3.75....20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50....20%
Wire Clothes:

	18	19	20
100 feet	$2.50	$2.25	$2.00
75 feet	1.75	1.65	1.10

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co....40
R. & E. Mfg. Co....10%
Reading Hardware Co....40%
Sargent & Co....40%

CABINET—

Eagle Lock Co....33⅓
Corbin....33⅓
Yale....33⅓

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00...40%
Ames Sword Co....40@45%
Champion....40%
Corbin Cabinet Lock Co.'s....net
Eagle....40%
Smith & Egge bicycle....50%
Wrought steel and brass....75&10%
Yale Lock Co....net

TRUNK—

Corbin's....40%
Eagle....40%

Machine Bolts

See Bolts.

Mallets

Hickory....45@5&50%
Lignumvitæ....45@5&50%
Bliss:
Carpenters, Tinners, Box, Carvers...33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden....33⅓%
Regular Goods....70&5@70&10%

Meat and Food Cutters

American....30%

Nos.	401	402	403	404	405	406	407
Each	$5	$7	$10	$25	$50	$60	

Dixon's, ₱ doz....33⅓%

Nos.	1	2	3	4	
Each	$14	$17	$19	$30	25@25&7½%

Enterprise....

Nos.	5	10	12	20	22	32
Each	$2	$3	$3.75	$6	$4.50	$6

Little Giant....40@50%

Nos.	306	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz....30@30&5%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise)....25@30%

Meat Juice Extractors

Enterprise....25&30%

Metals, Anti-Friction

Magnolia Metal Co.:	₱ Lb
Defender	20c
Kosmic	18c
Magnolia, Anti-Friction	25c
Mystic	16c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00....40%
Sargent's....60@60&10%

Mitre Boxes

C. E. Jennings & Co.	25%
Seavey's	45%
Stanley Rule and Level Co.:	
Nos. 240 to 460	30%
Nos. 50 and 60	35%

Mop Wringers

	₱ Doz.
No. 1 Reliance	$12.00
No. 2 Reliance	16.00

Motors

COFFEE MILL—

Specialty Novelty Co., each	$5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads ..... 87½@87½&10%

PICTURE—

Niles' Patent	40%
Porcelain head, combination list	60&10%
Porcelain head, Sargent's list	60%

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net	$7.50
Black Hawk, ₱ dozen	9.00
Cyclops	50%
Cronk's, ₱ dozen, net	$12.00
Eureka, No. 74, ₱ doz., net	$2.50
Eureka, No. 75, ₱ doz., net	$3.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00	30&5%
Lightning, ₱ doz., $18.00	20%
Morrills No. 1, list $30.00	50%
National, ₱ doz., $24.00	10%
Pelican, ₱ doz., $ 9.00	40@40&10%
Rollis Hardware Co., No. 1, $18.00	50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	3.50@3.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	.55
Corrugated	40&10%
Knurled	40&10%

Nippers

Acme	50&5%
Nettleton Mfg. Co.:	
Reversible Cutting	40%
Smith's cutting	50%
Todd's cutting	50%

Nut Crackers

	₱ Gro
Acme, Japanned, $20.00	40%
Acme, Nickel Plated, $8.00	20%

Nuts

Cold Punched:

	Off List
Mfrs. or U. S. Standard.	
Square, blank	$4.80
Hexagon, blank	5.10
Square, blank, C. T. & R	5.10
Hexagon, blank, C. T. & R	5.70

Hot Pressed:

	Mfrs. U. S. or Nar. Gauge Standard
Square, blank	5.00
Hexagon, blank	5.40
Square, tapped	4.70
Hexagon, tapped	5.10

Oils

Linseed, city, boiled, in barrels	See "Review of Markets"
Linseed, city, raw, in barrels	
Out of town on spot	
Calcutta, raw, in barrels	
Lard, prime city, ₱ gal	75@77c
Lard, Extra, No. 1	55&55c
Lard, No 1	49@52c

Oilers

Brass and copper	50&10
Tin or steel	65&10&5@70%
Cushman & Denison's:	₱ Doz
Perfect oilers	$1.80
Star pocket oilers	.75
"Paragon," brass	50&10%
"Paragon," zinc	65&10%
American Tube & Stamping Co.:	
Spring bottom cans	70@70&10%
Railroad oilers, etc	60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':		
Hindostan, large axe	8c ₱ lb	40%
" small "	10c " "	
Queer Creek Axe	16c " "	

OIL STONES—

Pikes':		
Lily White Washita	60c ₱ lb	33⅓
Rosy Red "	60c " "	
Extra "	50c " "	
No. 1 "	40c " "	
No. 2 "	25c " "	
Lily White " round edge slips	90c " "	
No. 1 Washita, round edge slips	70c " "	
Washita Pen Knife pieces	70c " "	
No. 1 Hard Arkansas stone 3 to 5½ in. long	$2.80 " "	
No. 1 Hard Arkansas stone 5½ to 8 in. long	$6.50 " "	
No. 1 Soft Arkansas stone 3 to 5½ in. long	$1.50 " "	
No. 1 Soft Arkansas stone 5½ to 8 in. long	$1.70 " "	
Soft Arkansas, round edge slips	$3.50 " "	
Hard Arkansas, round edge slips	$4.00 " "	
Hard Arkansas Pocket Knife pieces	$4.00 " "	
Pikes':		
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes		40%
India Oilstones, all grades and sizes		33⅓
Queer Creek Oilstones	20c ₱ lb	40%
Chocolate Oilstones	50c " "	
Regular Hindostan	8c " "	
Small Hindostan	10c " "	
Pike's Selling Assortments:		
Assortment No. 1	$20.00 net	
" " 2	12.00 "	
" " 3	15.00 "	

Packing, Steam

RUBBER—

Boston Belting Co.:	
Phoenix, net ₱ lb	55c
Plumbago	50%
Pure Packing, "Excelsior"	50%
Pure Packing, "Niagara"	60&10%

MISCELLANEOUS— ₱ Lb

American Packing	7@10c
Cotton Packing	15@25c
Italian Packing	9@12½c
Jute	4@4½c
Russia Packing	8@11c

Padlocks

See Locks.

Parers

APPLE—

Goodell Co.,		
Family Bay State	₱ doz	$15.00
Improved Bay State	"	35.00
New Lightning	"	7.00
Turn Table '98	"	8.00
White Mountain	"	5.00
Bonanza Improved	each	7.50
Dandy	"	10.00
Eureka Improved	"	20.00
New Century	"	20.00
Ranger	"	25.00
Livingston Nail Co.,		
Daisy	₱ doz	4.00
Little Star	"	5.00
Rocking Table	"	6.00
Reading Hardware Co.,		
Advance	₱ doz	4.00
Baldwin	"	4.00
Reading 73	"	5.25
Reading 78	"	6.25

POTATO—

Saratoga	₱ doz	7.00
White Mountain	"	6.00

Pencils

	₱ Gro
Dixon's:	
Carpenter's	$3.58@3.75
Carpenter's, blue or red lead	4.50@9.00
Office	2.19@7.50
Lumber	6.87
Colored lumber	9.00
Black artists	9.87
Colored	4.20@7.50
Assortment boxes	1.31@3.75

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 28, 1899 ..... 70&5@70&10%

Pipe Hangers, Conductor

Iwan's, Perfection wire 50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.)	35&2½%
Bench, first quality	30@30&10%
Bench, second quality	40@40&10%
C. E. Jennings & Co.	50&10%
Molding	25@25&10%

IRON PLANES—

C. E. Jennings & Co., iron	50&10%
Sargent's	60@60&10%
Standard Tool Co	50@60&5%
Stanley Rule & Level Co.:	
Bailey's	35%
Miscellaneous	30&5%

PLANE IRONS—

Buck Bros	30%
C. E. Jennings & Co	16⅔&10%
Stanley R. & L. Co	35%
L. & I. J. White	20&5@25%

Pliers and Nippers

Acme Nippers	50&5%
Button	75@75&10%
Cronk & Carrier Mfg. Co.:	
American Button	75&10%
Cronk's	60%
Stub's Pattern	45%
Combination and others	33⅓%
eller's Farriers' Nippers, Pincers	
Hand Tools	40&15@40&10&5%
The Nettleton Mfg. Co. Reversible Cutting Nippers	40%
P., S. & W. Tinners Cutting Nippers	40%
Utica Drop Forge & Tool Co.:	
Pliers and Nippers, all kinds	40%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co	33⅓%

Plumbs and Levels

Davis':	
Inclinometers	20%
Iron Levels	25&10%
Disston's Plumbs and Levels	60&10%
Disston's Pocket Levels	60&10%
C. E. Jennings & Co.'s Iron	33⅓%
C. E. Jennings & Co.'s Iron, Adjustable	40&7½%
Stanley R. & L. Co	40%
Stanley's Duplex	35%
Woods' Extension	33⅓%

Police Goods

Tower & Lyon	25%

Polish, Metal

Prestoline Liquid, new list	40%
Prestoline Paste	40%
George William Hoffman	
U. S. Metal Polish Paste, 8 oz boxes, ₱ doz	$ .50
₱ gross	4.50
½ pound boxes, ₱ dozen	1.35
1 pound boxes, ₱ dozen	2.25
U. S. Liquid, 8 oz cans, ₱ dozen	1.35
₱ gross	12.00
Barkeeper's Friend Metal Polish ₱ dozen	1.75
₱ gross	18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans, ₱ lb	10c
Black Eagle, liquid, 10 oz. cans, ₱ doz	75c
Black Jack paste, ¼ lb cans, ₱ gross	$9.00
Black Kid paste, 5 lb can, each	65c
Ladd's Black Beauty, ₱ 100 tins	6.75
Joseph Dixon's, ₱ gross, $5.75	10%
Dixon's Plumbago, ₱ lb	8c
Fireside, ₱ gross	2.50
Gem, ₱ gross, $4.50	10%
Japanese, ₱ gross	3.50
Jet black, per gross	3.50
Peerless Iron enamel, 10 oz. cans ₱ doz	1.50
Wynn's:	
Black silk, 5 lb. pail, each	70c
Black silk, ½ lb. box, ₱ doz	1.00
Black silk, 5 oz box, ₱ doz	75c
Black silk, ½ pint liquid, ₱ doz	1.00

Poppers, Corn

Square.	₱ Doz	₱ Gro
1 qt	$0.88	$ 10.00
1½ qt	1.10	11.00
2 qt	1.35	13.50

Post Hole Diggers

Avery's "Never-break"	₱ doz.	$24.00	60%
Disston's Samson Digger	₱ doz.	$24	35%
Kohler's:			
Little Giant	₱ doz., net		$12.00
Hercules	" "		10.00
Invincible	" "		9.00
Pioneer	" "		7.20
Universal	" "		14.00
New Champion	" "		5.00
Rival	" "		8.00
Ryan's	₱ doz.	$20.00	25%
Iwan's:			₱ Doz
Split handle		net	$7 25
Perfection		"	8.25

Post Hole Augers

Iwan's Patent improved	40%
Vanghan's, 4 to 9 in	" " 7.00

Potato Hooks, Etc

Hoe Down Hooks	75&10&2%
Hop Hooks	60&10&2½%
Potato Hooks	70

Presses

See Fruit, Wine and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles	33⅓
Disston's Combined Pruning Hook and Saw, ₱ doz., $16.00	25%
Disston's Pruning Hook, ₱ doz., $12.00	25%
Smith's:	
Pruning Shears	60&10%
Rockdale Pruners	33⅓%
Standard Tree Pruners	75%
E. S. Lee & Co's. Pruning Tools	40%
P. S. & W. Co's. Shears	40&10%
Waters' Tree Pruners	75&10%
Wilkinson's Shear & Cutlery Co.:	
Hedge	60&10%
Lawn and border	60&10%

Pulleys

Awning	60@60&10%
Axle	60&10@60%
Brass screw	65&10%
Ceiling	50@10&20%
Clothes line, Japanned	60
Common Sense	60%
Dumb Waiter	60@60&10%
Empire Sash Pulley	60%
Fox, all steel	50%
"Grand Rapids," all steel	50%
Hay Fork, swivel eye., ₱ doz., 4 in., $3.75; 6 in., $5.00	55%
Hay Fork, Harts, 4½ in., ₱ doz., $6.00	50&10%
Hay Fork, 5 in., solid, $3.70	50%
Hot House	50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00	40%
Side, Anti-Friction	60%
Shade rack	65%
Upright	50&10@50&10&10%

Pumps

Cistern, best grades	60%
Pitcher Spout, best grades	70&10%
Power Pumps, Myers'	40&5%
Spray Pumps, Myers	40&5%
Spray Pumps, Kohler's:	
Daisy, net ₱ doz	$ 7.50
F. E. Myers & Bro., low list:	
No. 1, Fig. 838, 8 in. Shallow Well Pump	13.00
No. 8, Fig. 838, 8½ in. Shallow Well Pump	15.00
No. 5, Fig. 807, 8 in. Deep Well Pump	15.00
No. 6½, Fig. 807, 8½ in. Deep Well Pump	17.00
No. 14, Fig. 851, 8 in. Deep or Shallow Well Pump	15.00
No. 22, Fig. 838, 8 in. Deep Well Pump	17.00
No. 56, Fig. 881, 8 in. Shallow Well Pump	14.00
No. 59, Fig. 882, 8½ in. Shallow Well Pump	17.00
No. 70, Fig. 888, 8½ in. Deep Well Pump	15.00
No. 72, Fig. 888, 8 in. Deep Well Pump	15.00
No. 102, Fig. 448, 8 in. Lift Pump	9.00
No. 108, Fig. 448, 8½ in. Lift Pump	11.00
No. 128, Fig. 510, 8 in. Lift Pump	7.00
No. 181, Fig. 510, 8½ in. Lift Pump	8.50
No. 225, Fig. 869, Windmill Pump	12.50
No. 235, Fig. 408, Windmill Pump	16.00
No. 240, Fig. 408, Regulator Pump	25.00
No. 302, Fig. 477, Spray Pump, complete	11.50
No. 320, Fig. 547, Knapsack Spray Pump	10.00
Discount 50&40&5%	
No. 268, Fig. 513, Low Down Tank Force Pump, net	5.50
No. 320, Fig. 492, Bucket Spray Pump, net	2.25

Punches

Bemis & Call Co's.:	
Cast Steel Drive	50%
Morrill's	50%
Niagara Hollow	40%
Niagara Solid	55&10%
Saddlers' or Drive, good, ₱ doz	50@75c
Snells' Tinners'	40&5%

Rail

Barn Door, Light, Inches	½	⅝	¾
₱ 100 feet	$1.40	1.85	2.50

Barn Door, "None Better" No. 1, ₱ ft. 3½c
Barn Door, "None Better" No. 2, ₱ ft. 4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c 70%
Double Flange, ₱ ft., 8c 70%
Cronk's:
O. N. T. style, No. 18 $3 12
Double braced, No. 10 ₱ ft. 3½c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net $3.00
O. N. T. 1¼ in., net 3.45
O. N. T. 1½ in., net 4.00
Hinge Hanger, 1 in., ₱ 100 ft. 3.50
" " 1¼ " " " " 3.95
Stowell's Wrought steel 35%
Sliding Door, Bronzed Wrought iron, ₱ ft. 6½c
Sliding Door, Steel, Brass Plated, ₱ ft. 5½c
Sliding Door, Wrought brass, 1¼ in ₱ lb. 35c 35%
Victor Track Rail, 7c ₱ ft. 60&10&2½%

Rakes, Etc

Cronk's:	
Malleable	70%
New Champion	$3.75, 4.00, 4.25 net
Ideal Rake	$3.00, $3.50, $3 60
Victor	$3.50, 3.00, 3.25 net
Anti-Clog Lawn	$4.00 net
Ideal Anti-Clog Rake	$3.50
Queen City Lawn	40%
Kohler's:	Net
Lawn Queen, 20	$2.25
" " 24	2.00
Jumbo Lawn, 26	5.4(
Paragon (wood head)	2.50
Steel Garden, 10th	2.00
" " 12th	2.10
" " 14th	2.25
" " 16th	2.40

Rasps, Horse

Disston's	75%
New Nicholson Horse Rasp	70&10@75%

Razors

Electric	List Net
Boracic	60%
Fox	40%
J. R. Torrey Razor Co	20%
Wostenholm & Butcher, $10.00 to £	10%

Razor Hones

Pike Mfg. Co.:
Belgian German and Swaty, all sizes...50%
Pike's Selling Assortments:
Assortment No. 1.....$18.00 net
" No. 2..... 10.00 net

Registers and Ventilators

HOT AIR—
New list, July 1, 1905:
Black Japanned, White Japanned, Bronzed Finished, Electro-Plated and Nickel Plated.....65%
White Porcelain.....60%
Solid Brass and Bronze Metal.....40&10%

Revolving Chimney Tops

Iwans' Volcano.....55%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ₱ doz.....$3.00

Rings

See Bull Rings.

Rivets and Burrs

COPPER—
Belt with Burrs.....85@85%
Hose with Burrs.....85@40&5%
IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners.....70&10%
Miscellaneous.....70@10%

Rivet Sets

Regular list.....75@75&10%

Rollers, Stay

Cronk's:

Nos.	50	55	56	60	65
₱ Dozen	.90c	.80c	.75c	.75c	.75c

Rope

See "Review of the Markets."

Cotton Rope:	₱ Lb
Best ¼ in. and larger	18½@20c
Medium	16@17c
¼ in. and larger	——
Common	10c
Jute Rope:	
No. 1 grade	9c
No 2. grade	8½c
Manila Pure:	
7-16 in. and larger	13½c
⅜ in.	14c
⅜ and 5-16	14½c
Sisal, Pure:	
7-16 in. and larger	9½c
⅜ in.	9½c
¼ and 5-16 in.	10½c

Root Cutters

Lane's.....25%

Rules

Athol, Steel.....85%
Boxwood.....60@60&10%
Ivory.....85&10@85&10&5%
Keuffel & Esser Co.:
Folding, wood.....85&10%
" steel.....85&10%
Lufkin's:
Steel.....50&10%
Lumber.....50&10%
Miscellaneous, Stanley's.....50@50&10%

Sad Irons

Dealers' cost prices can be obtained from all Hardware jobbers, and minimum retail prices from the Dover Mfg. Co., Canal Dover, Ohio.
Blacklock:
Plain black finish packed in barrels of 600 lbs or more, ₱ 100 lbs.....$3.25
Packed in cases of 100 lbs each.....3.35
Aluminum finish, 20c ₱ 100 lbs additional
Full nickel plated, $1.00 " "
COLD HANDLED—
Enterprise Mfg. Co. of Pa. New List. 12½&7½%

Safety Lifts

Burr Mfg. Co., steel.....70&10&10%

Sand and Emery Paper and Cloth

Baeder, Adamson & Co's. list:
Emery cloth.....50&10@60%
Garnet paper.....25%
Flint and emery paper.....50&10@60%

Sash Balances

Caldwell Mfg. Co.....50%
Pullman.....50&10@60%
Victor bronze.....75%
Victor steel.....70%

Sash Chain

Competition.....50&10%
Giant.....40%
Pullman bronze.....60%
Pullman steel.....60&10%
Royal metal.....60%

Sash Cord & Weight Fastener

Ives.....33⅓%
Ar (Tight-on).....33⅓%

Sash Cord

Cable Laid Italian, ₱ lb.....37c
Cable Laid Russia, ₱ lb.....21c
Common India, ₱ lb.....11@11½c
Patent Russia, ₱ lb.....20c
Patent India, ₱ lb.....17c
Silver Lake:
A Quality, drab, ₱ lb.....45c
A Quality, white, ₱ lb.....40c
B Quality, drab, ₱ lb.....40c
B Quality, white, ₱ lb.....35c

Sash Fasteners

Imperial.....33⅓%
Sash rollers.....70%
Champion.....50%
Ives casement fasteners.....33⅓%
Ives Crescent, iron.....60%
Ives Crescent, bronze and brass.....60%
Monitor, steel.....25%
Shutter sheaves.....60%
Window screen sash lifts.....62%

Sash Locks

Champion meeting rail.....50%
Champion side.....60%
Ives' patent:
Cast Iron.....60%
Wrought metal.....55%
Window ventilating locks.....55%
" bolts.....40&20%
Robison Pat. Vent. Sash Lock.....20%
Paysons Signal.....70%
Pullman patent ventilating.....35%

Sash Weights

Ton lots at factory (Eastern).....$30.00

Sausage Stuffers or Fillers

Enterprise Mfg. Co.....35@35&7½%
National Specialty Mfg. Co.....30&5%

Saws

Atkins:
Back saws.....40%
Band to 14 in. wide.....30%
Band ½ to 8-16 in. wide.....30%
Butcher saws, Nos. 1, 2, 3, 5 and 7.....50%
Cabinet scrapers.....40%
Circular.....50%
Compass saws, Nos. 2 and 3.....40%
Coping saws, Jones, Nos. 1, 3 and 7...40%
" " " " 2 and 3..40&10%
Corn knives, Nos. 1, 3, 4 and 7, ₱ doz. net.....$3.00
Cross Cut.....35%
Gang.....50%
Hack saws.....40%
Hand saws.....35%
Keyhole saws, No. 6.....40%
Panel and rip.....40%
Pruning and Compass.....40%
Saw filers, Wilson, ₱ doz., net.....$12.00
Trowels.....35%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws.....30&10&10%
Disston's:
Circular, solid and inserted tooth.....50%
Band 2 in. to 18 in. wide.....60%
Band ¼ in. to 1¾ in.....60%
Cross cuts.....45%
Narrow cross cuts.....50%
Mulay, mill and drag.....50%
Framed wood saws.....25%
Wood saw blades.....25%
Wood saw rods.....15%
Hand saws, Nos. 12, 99, 9, 16, D100, D85, 120, 76, 77, 8.....25%
Hand saws, Nos. 7, 107, 107½, 8, 1, 0, 00, combination.....25%
Compass, keyhole, pruning, dovetail, &c.....35%
Butcher saws and blades.....30%
C. E. Jennings & Co's.:
Butcher.....25&7½%
Hand Panel, rip & other saws..20&3¾&10%
Peace:
Cross cuts.....50%
Hand panel and rip.....50%
Richardson:
Circular and mill.....50%
X cuts.....50%
Hand saws.....30%
Star, Butcher.....15&10%

HACK SAWS AND FRAMES—

Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines..10%
Sterling Saw Machines.....10%
Sterling hack and saw blades.....25%
Sterling hack saw frames.....25%
Disston's:
Concave blades.....25%
Keystone flex. back and mach. blades.25%
Hack saw frames.....30%
Griffin's:
Complete.....40&10%
Saw blades.....35&5&10%
Star, saws and blades.....15&10%

Saw Filer

Disston's D8 Clamp and Guide, $30.00 ₱ doz.....60%

Saw Frames

C. E. Jennings & Co.....20%
Richardson's Wood.....net
Sterling.....30&10&10%

Saw Sets

Atkins,
Criterion saw sets.....40%
Excelsior saw tools No. 1, ₱ doz.....$4.80
Disston's Monarch, Nos. 1 & 10 & Star..30%
Hart's patent lever.....20%
Kohler's:
"Giant Royal," ₱ doz. net.....$7.50
"Royal," ₱ doz. net.....4.50
Morrill's:
Nos. 1, $15.00; 10; $15.60; 11, $15.00.....50%
Cross cuts, Nos. 3 & 4, $20.80; 5, $30.00..50%
Richardson's
Seymour Smith & Son, hammer, ₱ doz. $4.00
Stillman's, ₱ doz.....1.00
Taintor's Positive, $6.75 ₱ doz.....60%

Scales

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' trip scales.....50%
Family, Turnbull's.....50%&50&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform, plain.....$1.70@$1.90
Striped.....$1.85@$2.15
Pelouze.....50%

Scale Beams

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c

Adj. Box scrapers (S. R. & L. Co.) $6.00...45%
Box, 1 handle, ₱ doz.....$2.00@$2.25
Box, 2 handle, ₱ doz.....$2.50@$2.80
Foot.....55&5@60&5%
Ship, Common, ₱ doz., net.....$2.40
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's steel No. 7, ₱ doz.....$2.00

Screw Drivers

Brace Screw drivers.....25&10&5%
Buck Bros.....30%
Screw Driver Bits, ₱ doz.....45@50c
Champion.....50%
Disston's Flat Blade, electric, telegraph and cabinet makers.....70%
Electric spiral, No. 01, ₱ doz., net.....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet.....40&10%
Fray's hollow hdle sets, No. 3, $12.00.....50%
C. E. Jennings & Co., No. 265.....40&10%
Jennings & Grimn.....35%
Sargent & Co's.:
No. 1 forged blade.....50&10@50&10&5%
Nos. 20 and 40.....35%
Screw Driver bits (Snell's) ₱ doz.....60c
Stanley R. & L. Co's.:
No. 64, varnished handles.....60&10%
No. 66.....70&10%
Victor.....55%
Defiancio.....70%
Snell's No. 5.....75&5%
No. 10.....75&10&10%
Nos. 20 and 30.....60&10&10%
Tower & Lyon:
Champion.....40%
Magazine.....35%
Machinists'.....40%
Belsley's patent.....33⅓%

Screws

WOOD SCREWS—

List July 23, 1903.
Drive screws, diamond point.....87½&5%
Iron, bright flat head.....87½&5%
Iron, bright round and oval head.....85&5%
Brass, flat head.....85&5%
Brass, round head.....80&5%
Bronze, flat head.....77½&5%
Bronze, round head.....75&5%
Nickel Plated, iron flat head.....77½&5%
Nickel Plated, iron round head.....77½&5%

MACHINE—

List, January 1, 1899.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...50@50&10%

COACH, LAG AND HAND RAIL—

G. P. Coach, list Oct. 1, '99.....75&10%
Hand Rail.....70&10&7½%
Lag screws, list Oct. 1, 1899.....75&10%
Cone Point.....75&10&5%

BENCH, HAND, ETC—

Bench, iron, ₱ doz.....1 in., $8.50@$8.75
1¼, $8.00@$8.25; 1½, $6.50@$6.75
Bench, wood, beech.....20@20&10%
Hand, wood.....70&10@70&10&10%
Jack Screws, Miller's Falls, roller bearing.....50&10&10%
Jack Screws, Miller's Falls, without roller bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes

	₱ Doz
Cronk's Little Giant	$3.50
Wadsworth's:	
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush	40%

Scythe Rifles

3-Coat, ₱ gro., $11.00	40%
4-Coat, ₱ gro., $13.20	

Scythe Stones

Pike's Selling Assortments:	₱ Gro
Assortment "A"	$4.75 net
" "B"	$3.75 net
No. 1, Indian Pond	$ 7.50
No. 2, "	4.50
White Mountain	9.50
Black Diamond	12.00
Lamoille	11.00
Green Mountains	7.00
Leader Red End	4.50
Willoughby Lake	9.00
Extra Quinnebog	7.50
Pike's Corundum	18.00
" Quick Cut Emery	10.00
Lectro	12.00
Lightning	18.00

Seeders, Raisin

Enterprise.....25@30%

Shears

Acme (cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....60%
N. P. Bent Trimmers.....60%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
Straight Trimmers, etc.....30@30&10%
Tailors' Shears.....40&40&10%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....30%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....50%
Pruners.....75%
Tinners' Snips.....10%

Shears, Hedge

Wilkinson Shear & Cutlery Co.....60&10%

Sheep Shears

Wilkinson's:
1900 List.....30&10&5%

Sheaves

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@30%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@40&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White.....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15, 1902.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Snow Shovels

Long Handles.....$3.25@$3.50
Wood and Malleable D Handles.....$3.75@$4.00

Shutter Bars

Ives'.....45%

Shutter Bolts

See Bolts, Shutter.

Skate Sharpeners

Eureka.....50%

Slaters' Tools

Plumb's.....30%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder.....25%
Kraut cutters, 24x7, 26x8, 30x9.....25%
Kraut cutters, 36x13, 40x13.....25%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.00@24.00
2 knives, ₱ gro.....$24.00@40.00
Kraut cutters.....35&5%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers

See Hammers.

Slicers, Vegetable

Enterprise.....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list.....40&40&10%
Sargent's:
Patent Guarded.....35%
Covered Spring.....30&15%
Covert Mfg Co.:
Covert Breast strap, bkle snaps.....40%
Yankee Breast strap, bkle snaps....30&2%
Breast strap protector.....45%
Double for bits or trace carrier.....45%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&2%
Rope snaps.....40%
Yankee snaps.....60& %

Scythe Snaths

National Snath Co.....50%
Grain cradles.....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.)....45%
Razor Edge....35%
Iron, ₱ doz....$1.10@$1.35
Miller's Falls....15&10%
Seymour Smith & Sons, iron....20%
Wm. Johnson's:
Wood, best....30%
Wood, second quality....33⅓%

Spoons and Forks

SILVER PLATED FLAT WARE—

International Silver Co.:
"1847"....40&10%
"Anchor"....60%
"Eagle"....50&10%
"Star"....50&10%
Rogers, Smith & Co....50&10%
Rogers & Hamilton....50&10%
Holmes & Edwards....50&10&10%
German silver, unplated....60@60&5%

KNIVES AND FORKS, NO. 12—

	₱ Doz. Net
"1847"	$8.50
"Anchor"	3.35
"Eagle"	3.25
"Star"	3.35
Rogers, Smith & Co.	3.35
Rogers & Hamilton	3.25
Holmes & Edwards	2.75

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels....60&10%
Try square and T bevel....60&10%
Winterbottom's Try and Mitre:
Iron Handle....35%
Wood Handle....40%
Nickel-pl'ted, new list, Jan. 5, '00....75&10%
Steel and iron....75&10%

Staples

Barbed blind, ½, ⅝, & ¾ in., ₱ lb...6@6½c
Poultry Netting....8½@8½c

FENCE—

Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net ₱ doz....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3....40%

Steels

Chatillon's "Dick's"....80%
Foster Bros....80%

Stocks and Dies

BICYCLE—

Holroyd & Co....40&10%

BLACKSMITH'S—

Butterfield's....35@40%
Gardner....33⅓&10%
Holroyd & Co....50@50&10%
Holroyd's R'd Adj. screw plates....50%
Reece's new screw plates....25%
Lightning screw plate....25%

PIPE MAKERS—

Holroyd & Co....30@30&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Ladders

Lane's....25%
Myers' Noiseless....45%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Tackle Blocks

See Blocks.

Tacks, Finishing Nails, &c

New List, May 1, 1905.
American Carpet Tacks....90&25%
American Cut Tacks....90&25%
Swedes Cut Tacks....90&25%
Swedes Upholsterers'....90&35%
Gimp Tacks....90&35%
Lace Tacks....90&35%
Trimmers' Tacks....90&25%
Looking Glass Tacks....65%
Bill Posters' & Railroad Tacks....90&40%
Hungarian Nails....80&10%
Finishing Nails....70%
Trunk and Clout Nails....80%
NOTE.—The above prices are for Standard Weights.

MISCELLANEOUS—

Double Point, in dozen.. 90 and 4 or 5 tens

Tack Pullers

Columbia, No. 1, ₱ doz., net....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net....1.00

Tapes, Measuring

Eddy's:
American Asses' skin....40&10@50%
Leather Case....25@25&10%
Star steel....40@40&10%
Steel....33⅓&5%
Chesterman's....25@35&5%
Keuffel & Esser Co.:
"Favorite" Ass skin....40&10@50%
"Favorite" Duck & Leather....25&5@25&10%
Metallic and steel, lower list....35@35&5%
Pocket....35@35&5%
Lufkin's steel and metallic....33⅓@35%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw....70%
Holroyd & Co's.:
Blacksmiths....60&10%
Machine screw....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc....65&10%
1⅜ to 2 in....50&10&5%
2¼ to 3 in. inc....33⅓&10%
3½ to 4 in. inc....20%
Pipe, ¼ to 1¼ in....30&20%
Pipe, 2 to 3 in....30&15%
Pipe, 3½ and 4 in....66⅔&15%

Tap Wrenches

Rollis Hdw. Co., $6.00....50%

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Timber Scribes

Bemis & Call's....30%

Tobacco Cutters

National Specialty Co....40%
Enterprise Mfg. Co....25@30%

Toilet Clippers

See Clippers.

Trace Holders

Fernald's, ₱ doz. pairs....net $1.25

Trammel Points

C. E. Jennings & Co., "Eureka"....25%
Disston's....60&10%
Sargent's....40&10%
Stanley's....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net....$33.00
Payson's:
Balance, Iron list....70&10&10%

Traps

FLY—

Balloon....₱ doz. $1.25, ₱ gro., $12.00
Globe...." " 1.25, " " 12.00
Harper...." " 1.40, " " 13.50

GAME—

Enterprise Mole..:....15&10%
Hawley & Norton....65%
Newhouse....45@45&5%
Victor....70&10%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse....50%
Improved Rat....50%
New Rat....50%
Mouse, round wire, ₱ doz....25@90c
Mouse, wood, choker, ₱ doz. holes....12c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ₱ doz....$13.25
No. 3, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₱ doz., $3.35; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap....$15.00
Yankee Mouse Trap.... 5.50
Yankee Rat Trap.... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro....$ 9.00
" 4, " " 27.00

Trowels, Mechanics'

Brade's Brick....30%
Disston's:
Brick and Pointing....25%
Plastering....20%
"Standard Brand" and Garden....30%
C. E. Jennings & Co.:
Brick....30%
Plastering....25%
Pointing....30%
W. & McP. Plastering....25%
"Rose" Brick, Plast'ring & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net....$4.80
" " Tinned, ₱ gross, net.... 6.00
Wood Hdl., ₱ gross, net.... 4.80
Disston's....30%
Avery's, net ₱ gro....$6.00

Turf Edgers

Cronk's, net, ₱ doz....$4.00

Vegetable Slicers

Enterprise Mfg. Co....25%

Ventilating Sash Locks

Ives Patent....55%
Robinson's Patent....33⅓%

Vises

Oval slide....50&10%
Solid box....50@50&10%
Columbian Hdw. Co.:
Nos. 110 and over....50&5%
Nos. 100 and under....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel....40%
Coachmakers'....40%
Armstrong's:
Combination....50%
Plain and Hinge....60%
Mowney's Champion....40&10
Holland's....40%
Howard's....40%
Little Giant Bench....25&2½
Lowell Hand....33⅓%
Massey:
Perfect....15%
Clincher....40%
Wood-working....15%
Planer....15%
Comb. Pipe....15%
Millers' Falls:
Mechanics'....10%
Oval Slide....60&10%
Ball Clamp....45&10%
Hand....15&10%
Moore's....20%
Prentiss....20@25%
Sargent's....40%
Snediker's....33⅓%
Stephens....33⅓%
Trenton....40@40&5%
Wright's Pipe....40%

SAW FILERS

Bonney's No. 1 & 3....40%
Wentworth's....40&10@50%

Wads, Gun

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks....30&2%
Mfg. Co's. steel....45%
Automobile....45%
Lane's steel....30&5%

Washer Cutters

Otis A. Smith's....20&10&10%

Water Motors

Rosenberg's, single, F. O. B. Balto....40%
" in Doz. Lots, Frt. Pd..40&10%

Wedges

Neverslip Anchor Wedges	₱ Gro
No. 0-01—8-x —4-x —Ax } Top 1⅝"—1¾"—1⅞"—1¾" }	$3.60
2-0—Adze Eye Hammer	1.80
8-0—Large Machinist Hammer	1 80
7-0—Medium " "	1.60
6-0—Small " "	1.60
2-x—Hatchet	1.80

Weights, Hitching

Covert Mfg. Co....30&2%

Well Wheels

Japanned, 8 to 14 in....$4.00

Weed Extractors

"Pastime," ₱ doz., net....$1.75

Window Cleaners

Barnes Mfg. Co....40%
Boaley's Peerless....30%
Boaley's X. L. C. R....70%
Clayton's....35&10%
Phœnix....60%

Window Stop Adjusters

Ives' Patent....35%
Taplin's "Perfection"....35%

Wire Gauges

See Gauges.

Wire and Wire Goods

Brass wire....Net List
Bright Wire Goods:
New list June 24, 1908....30&10%
Cast steel wire....30%
Copper wire....10%
Annealed & Tin. on spools....70&10&10%
Brass and Cop. on spools....60@60&10%
Market Wire, Bright or Annealed:
Nos. 4 to 9....30%
Nos. 10 to 18....30&2½%
Nos. 19 to 26....30&7½%
Nos. 27 to 36....30&2½%
Galvanized:
Nos. 19 to 26....75&10&5%
Coppered:
Nos. 6 to 9....75&5%
Nos. 15 to 18....72½&10&2½%
Tinned:
Nos. 6 to 14....75&10&2½%
Nos. 15 to 18....75&7½%
Cast steel....30%
Picture wire, list of Oct. 2, 1900....85&10@35&10&10%
Stub's steel wire....$6.00 to 6.25

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting....30&5%
Painted screen cloth, good quality, ₱ 100 sq. ft....$1.35

Wire Rope

Plain....45&2½%
Galvanized....57½&2½%

Wire Rope Clips

Crosby....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz....$1.50

Wrenches

Agricultural....75@75&10%
Alligator....70&10@75%
Baxter's....70&5 @70&10%
Machinists....30%
Solid handle....50&10%
Bemis & Call's:
Briggs pattern....40%
Merrick " 50%
Steel Handle, nut....30%
Patent Combination black....40&5%
Patent Combination bright....40%
Improved Adjustable, S nut....40%
" " S pipe....40%
Boardman's....40%
Coes':
Genuine....40&10&5&5%
"Mechanics"....40&10&10&5&5%
Coes' pattern, wrought bar....40&5@40&10%
Donohue's engineer....40&10%
Eagle pipe....70%
Stillson pipe....35%
Acme....40&10%
Hercules....70%

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, ₱ gal....43 @44c
Linseed, City, reg., boiled, ₱ gal....44@45c
Linseed, City, double, ₱ gal....45@46c
Out of Town, raw, ₱ gal....40@43c
Calcutta, raw, in barrels, ₱ gal....70c
Lard, prime city, ₱ gal....75@76c
Lard extra, No. 1....56@57c
Lard, No. 1....49@52c

Paints and Colors

Barytes, Foreign floated, ₱ ton....
Barytes, American floated, ₱ ton $18.50@20.00
$19.00
White Lead, American, dry, in bbls., ₱ lb....6¾c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net....7¾c
In lots of 500 lbs. and over, ₱ lb....7¼c
White Lead Eng., in oil, ₱ lb....9¼@10c
Zinc, American dry, ₱ lb....5½@5¾c

Putty, Commercial—₱ 100 lb

In bladders....$1.70 @1.85
In bbls or tubes....1.30 @1.45
In 1lb. to 5 lb cans....2 65 @2.95
In 12½ to 50 lb cans....1.50 @1.90

Spirits Turpentine

In regular bbls., per gallon....67@67½c
In machine bbls. " " ....67½@68c

Dry Colors

	₱ Lb
Blue, Chinese	15@15c
Blue, Prussian	28@28c
Blue, Ultramarine	15@15c
Sienna, Italian, burnt & powdered	3@4½c
Sienna, Italian, raw & powdered	3@4½c
Umber, Turkey, burnt	3@3½c
Umber, Turkey, raw	3½@3½c
Green, Chrome, ordinary	3½@7c
Green, Paris, in kegs	27½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@5½c

Colors in Oil

Black, Lampblack....14@15c
Blue, Chinese....35@40c
Blue, Prussian....33@35c
Blue, Ultramarine....13@15c
Sienna, burnt....12@15c
Sienna, raw....12@15c
Umber, burnt....11@15c
Umbe ....11@15c

"NEVERSLIP ANCHOR WEDGE"



Example of Old Style Wedging.

SEE THE POINT?

It matters not whether the handle is old and shrunken, or new and green, the "NEVERSLIP" will make it as secure as if it were part of the head itself—virtually one piece with the metal.

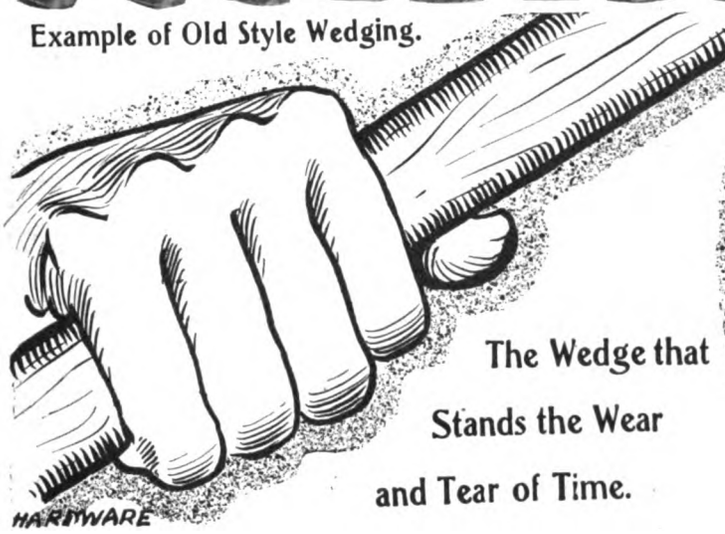
Tools with a firm handle perform their work better, last longer and give better satisfaction.

Used by many of the largest hammer and hatchet manufacturers.

Anchors firmly at any point it stops.

Made in many sizes.

Send for terms and prices.



The Wedge that Stands the Wear and Tear of Time.

NEVERSLIP ANCHOR WEDGE CO.
AUBURN, N.Y.

HARDWARE

AVOID ACCIDENTS LIKE THIS!



The Equivalent of 120 Gallons of Water in three pounds of weight, all for $1.00

Absolute protection to auto or motor boat as well as home, office or business is assured when

FITE FIRE
TRADE MARK.

is on hand.

The tube contains dry powder only, which is easily discharged. Each tube generates about 1,000 cubic feet of nitrogen gas, which is absolute DEATH TO COMBUSTION. No acid or liquid, no corrosion, leakage, pressure, explosion, or freezing. Harmless to flesh and fabric. Does not deteriorate with age. No complicated instructions. The only safeguard against burning oil.

A HOT SELLER. *Write for terms.*

HENRY W. LANDAU, Manufacturer
GREEN ST. and N. J. R. R. AVE.
NEWARK, N. J.

HARDWARE

ADVERTISE
THE YEAR ROUND

MANUFACTURERS and dealers make a mistake when they cease advertising because business is booming. It takes years of continuous hammering to build up a large trade, and advertising enters largely into every successful campaign. Stop advertising and you commence to tear down what you have built up. Ground once lost can never be easily regained.

"HARDWARE"
WILL KEEP YOU IN TOUCH

HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Abrasives
Pike Mfg. Co., Pike, N. H.

Account Registers
Huber Account Register Co., Buffalo, N. Y.

Accountants and Auditors
Lorenzo B Baker, Waterbury, Conn.

Agricultural Implements
American Fork & Hoe Co., Cleveland, O

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

"Atlantic" Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Automat c Shears and Scissors
Davies Automatic Shear Co., New York.

Automobiles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Axle Grease
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Barb Wire
Fuller Bros. & Co., New York

Barn Paints
Geo. W. Pitkin, Benton Harbor, Mich.

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.

Bells, Bicycle
Frank Mossberg Co., Attleboro, Mass.

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries
Cushman & Denison, New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York

Blind Hinges
Parker Wire Goods Co., Worcester, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Bolt and Screw Cases
American Bolt and Screw Case Co., Dayton, Ohio.

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.

Box Corner Fasteners
Cary Mfg. Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York

Box Straps
Cary Mfg. Co., New York

Brackets, Shelf
Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"
Atlantic Stamping Co., Rochester, N. Y.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Columbian Cutlery Co., Reading, Pa.

Butchers' Scales
John Chatillon & Sons, New York

Butts, Door
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Niles Mfg. Co., Chicago

Calipers
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
W. G. Browne Mfg. Co., Kingston, N. Y.
F. E. Ellis & Son, Mildale, Conn.
A. F. Meisselbach & Bro., Newark, N. J.

Car Movers
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Carpenters' Levels
Baker-McMillen Co., Akron, Ohio.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriage Trimmers' Clips
U. S. Clothes Pin Co., Montpelier, Vt.

Carriers, Hay
F. E. Myers & Bro., Ashland, O.

Casters
Faultless Caster Co., Nebraska City, Neb

Chains
Alfred Field & Co., New York
Fuller Bros., New York

Chains, Sash
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.

Chisels, Firmer
Alfred Field & Co., New York

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers
John Chatillon & Sons, New York

Clippers
Coates Clipper Mfg. Co., Worcester Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York

Clothes Pins
U. S. Clothes Pin Co., Montpelier, Vt.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coat, Hat and Ceiling Hooks
Parker Wire Goods Co., Worcester, Mass

Coffee and Spice Mills
Enterprise Mfg. Co. of Pa., Phila, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Combination Squares
A. W. Hight, Toledo, O.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Knives
Columbian Cutlery Co., Reading, Pa.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Costs Systems
Lorenzo B. Baker, Waterbury, Conn.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Creamery Tin Ware
Atlantic Stamping Co., Rochester, N. Y

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Haeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Cutlery
Davies Automatic Shear Co., New York
Trout Hardware Co., Chicago, Ill.

Cutlery Machinery
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
Belden Machine Co., New Haven, Conn
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Dampers
Taylor & Boggis Foundry Co., Cleve., O

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.

Door Pulls
Parker Wire Goods Co., Worcester, Mass.

Draught Springs
Beecher Draught Spring Co., New Haven, Conn.

Drawer Pulls
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
Keuffel & Esser Co., New York
L. S. Starrett Co., Athol, Mass.

Drills, Bench
Chandler & Farquhar, Boston, Mass. (See Twist Drills)

Drills, Brick and Stone
Star Expansion Bolt Co., New York.

Drop Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Egg Beaters
W. G. Browne Mfg. Co., Kingston, N.Y
Holt-Lyon Co., Tarrytown, N. Y.

Electric Whistle
O'Brien Electrophone Co., Hallowell, Me.

Electrolytic Voltmeter
Weston Electrical Instrument Co., Newark, N. J.

Elevators
Eaton & Prince Co., Chicago, Ill.
Kimball Bros. Co., Council Bluffs, Iowa

Emery
Oriental Emery Co., New Haven, Conn.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Emery Wheel Dressers
Diamond Saw & Stamping Works, Buffalo, N. Y.

Enameled Wiring Rings
Star Expansion Bolt Co., New York.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Expansion Bolts
Star Expansion Bolt Co., New York.

Factory Economist
Lorenzo B. Baker, Waterbury, Conn.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.

Fences, Wire and Iron
Enterprise Foundry & Fence Co. Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Files
G & H. Barnett Co., Philadelphia
Carver File Co., Philadelphia, Pa.
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Filters
Champion Safety Lock Co., Geneva, O.
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Marlin Fire Arms Co., New Haven, Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fishing Reels
A. F. Meisselbach & Bro., Newark, N. J

Fishing Tackle
Clark, Horrocks Co., Utica, N. Y.
E. J. Martin's Sons, Rockville, Conn.

"Fite Fire" (Fire Extinguisher)
Henry W. Landau, Newark, N. J.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
Enterprise Mfg. Co. of Pa., Philadelphia

Foot Presses
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forging Drops
Waterbury Farrel Foundry & Machine Co., Waterbury, Conn.

Forks
American Fork & Hoe Co., Cleveland, O

Freezers (Ice Cream)
North Bros. Mfg. Co., Philadelphia, Pa

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Fry-Pan Lids and Pot Covers
Kitchen Specialty Mfg. Co., Reading, Pa

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Wire
Fuller Bros. & Co., New York

Galvanized Ware
Atlantic Stamping Co., Rochester, N. Y

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Atlantic Stamping Co., Rochester, N. Y.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Machines and Mixers
C. M. Kemp Mfg. Co., Baltimore, Md.

Gasfitters' Supplies
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt
Stanley Rule and Level Co., New York.

Glass Cutters
W. L. Barrett, Bristol, Conn.

Glue
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Gongs
Frank Mossberg Co., Attleboro, Mass.

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O.

Graphite
Jos. Dixon Crucible Co, Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co. Cleveland, O.
Columbian Cutlery Co., Reading, Pa.

Grass Shears
Columbian Cutlery Co., Reading, Pa.

Gummers, Saw
Henry Disston & Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Trout Hardware Co., Chicago, Ill.

Hack Saw Blades
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saw Frames
E. C. Atkins & Co., Indianapolis, Ind.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws
E. C. Atkins & Co., Indianapolis, Ind.
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Hammers
Henry Cheney Hammer Co., Little Falls, N. Y.
Stanley Rule & Level Co., New York

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand and Foot Power Grinders
Royal Mfg. Co., Lancaster, Pa.

Handles
Walter A. Zelnicker Supply Co., St. Louis, Mo.

Handles, Tool
Berger Bros. Co., Philadelphia

Hangers, Barn Door
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Jobbers
Kelley-How-Thomson Co., Duluth, Minn.
Trout Hardware Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
Robert Murray, New York

Hardware Specialties
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
H. B. Ives Co., New Haven, Conn.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Parker Wire Goods Co., Worcester, Mass.
Taylor & Boggis Foundry Co., Cleveland, O.

Harness Dressing
Frank Miller Co., New York, N. Y.

Hasps and Staples
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.

Hedge Shears
Columbian Cutlery Co., Reading, Pa.

Hinges
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co. Chicago.

Hinges, Spring
Niles Mfg. Co., Chicago

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia

Hollow Ware, Steel
Avery Stamping Co., Cleveland, O.

Hones, Razor
S. R. Droescher, New York.
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hooks
Berger Bros. Co., Philadelphia

Hooks, Folding, For Garments
The Clift Co., Cleveland, Ohio.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn
Standard Horse Nail Co., New Brighton, Pa.

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Horse Shears
Columbian Cutlery Co., Reading, Pa.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City. N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City. N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City N. J.

Household Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
North Bros., Mfg. Co., Philadelphia

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.

Importers
S. Gulterman & Co., Ltd , London and New York.

Inclinometers
Russell-Kimball Mfg. Co., Dunkirk N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Kerosene Furnaces
Barthel Blow Lamp Co., Boston, Mass.

Kettles, Steel Cooking
Avery Stamping Co., Cleveland, O.

Kitchen Cutlery
Columbian Cutlery Co., Reading, Pa.

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The Kienzola Co., Erie, Pa.

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Pike Mfg. Co., Pike, N. H.

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Dayton Label Co., Dayton, O.

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Berger Bros. Co., Philadelphia

Ladders Rolling)
Bicycle Step Ladder Co., Chicago, Ill.

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Enterprise Mfg. Co. of Pa., Phila.

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A. F. Meisselbach & Bro., Newark, N. J.

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Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

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Philadelphia Lawn Mower Co., Philadelphia, Pa.

Lawn Mower Grinders
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Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialy Co., Erie, Pa.

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Russell-Kimball Mfg. Co., Dunkirk, N. Y.
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Russell-Kimball Mfg. Co., Dunkirk N. Y.

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Taylor & Boggis Foundry Co., Cleveland, Ohio

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Henry Disston & Sons, Inc., Philadelphia
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Baker-McMillen Co., Akron, Ohio.

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Frank Mossberg Co., Attleboro, Mass.

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John Chatillon & Sons, N. Y.
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Avery Stamping Co., Cleveland, Ohio.

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Pike Mfg. Co., Pike, N. H.

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Ames Sword Co., Chicopee, Mass.

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Alfred Field & Co., New York

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W. G. Browne Mfg. Co., Kingston, N.Y

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Am. Tool Chest Co., New York, N. Y.

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North Bros. Mfg. Co., Philadelphia, Pa.
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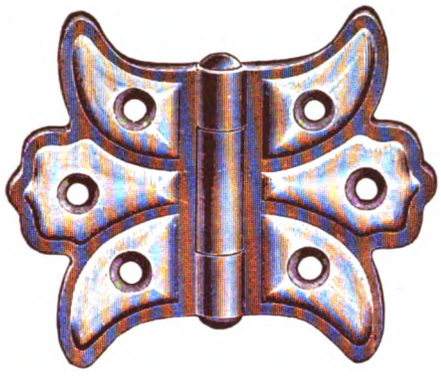
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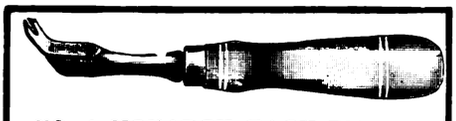
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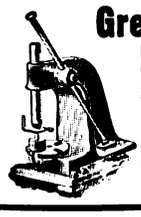
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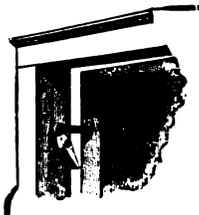
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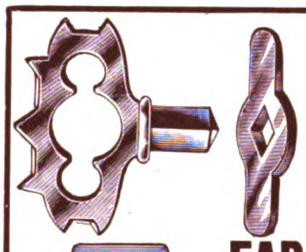


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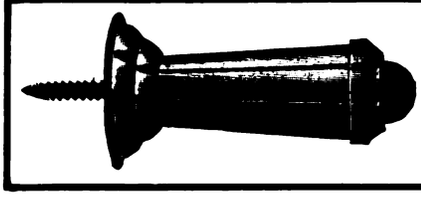


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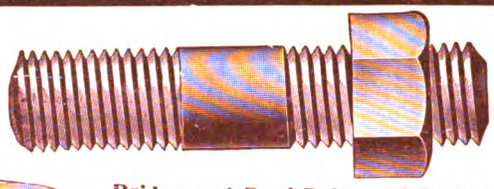
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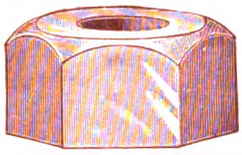


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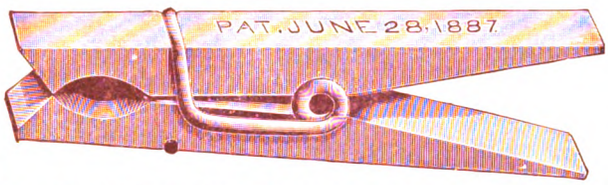
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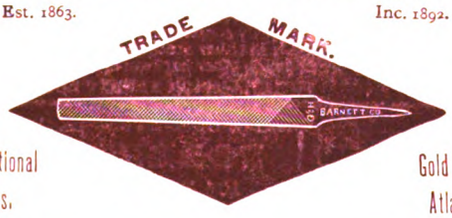
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